



Chemist & Druggist

JULY 20 1974 THE NEWSWEEKLY FOR PHARMACY



Chemists are indispensable to us.

DDD products have always been steady sellers, and one of the chief reasons is that chemists recommend them to their customers.

Whilst we place tremendous value on this source of sales, we don't rely on it entirely.

In the past year for instance, we've increased our advertising in the national press, and up-dated our packaging.

DDD lotion, cream and soap are steady sellers. Only now the sales are going steadily up.

And that's just a beginning.

In the coming year, people will see a DDD ad. every three days in the national dailies (Mirror, Express and Sun). The national Sundays (News of the World and Sunday People). And the weeklies (Reveille and Weekend).

That's a really high average, and we'll be keeping up that frequency right through the year.

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It will be a pity if you have no DDD left to recommend.

DDD

cream, lotion and soap.

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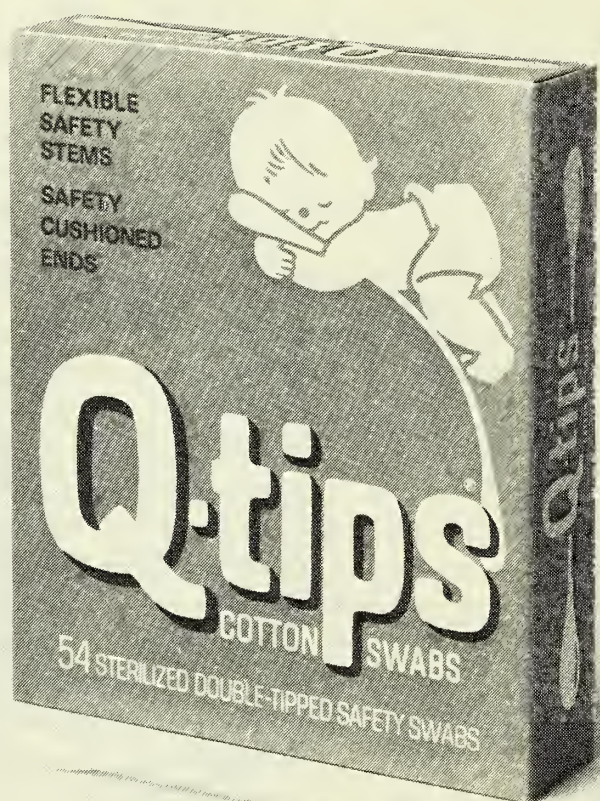


Two names struck from Register

500 book for Nottingham Conference

Opposition to multiple rate VAT

With 800,000 births due this year, we suggest you stock the profitable cotton swab.



You make a lot more profit on Q-Tips® cotton swabs.

And what with a TV campaign, Baby Book advertising, sampling in the Multilink Baby Box, an autumn consumer promotion and year-round discounts, we're doing all we can to help you make that extra profit.

So start making it now. Fill in the order form, and we'll send you your profitable cotton swabs at once.

Q-Tips® cotton swabs Order Form

☐ 54's doz. ☐ 108's doz. ☐ 216's doz.

Your address _____

Your Wholesaler's address _____

To: Sales Operations Dept., Chesebrough-Pond's Ltd., Victoria Road, London, NW10 6NA. (Registered Office).

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The newsweekly for pharmacy

20 July 1974 Vol. 202 No. 4922

115th year of publication

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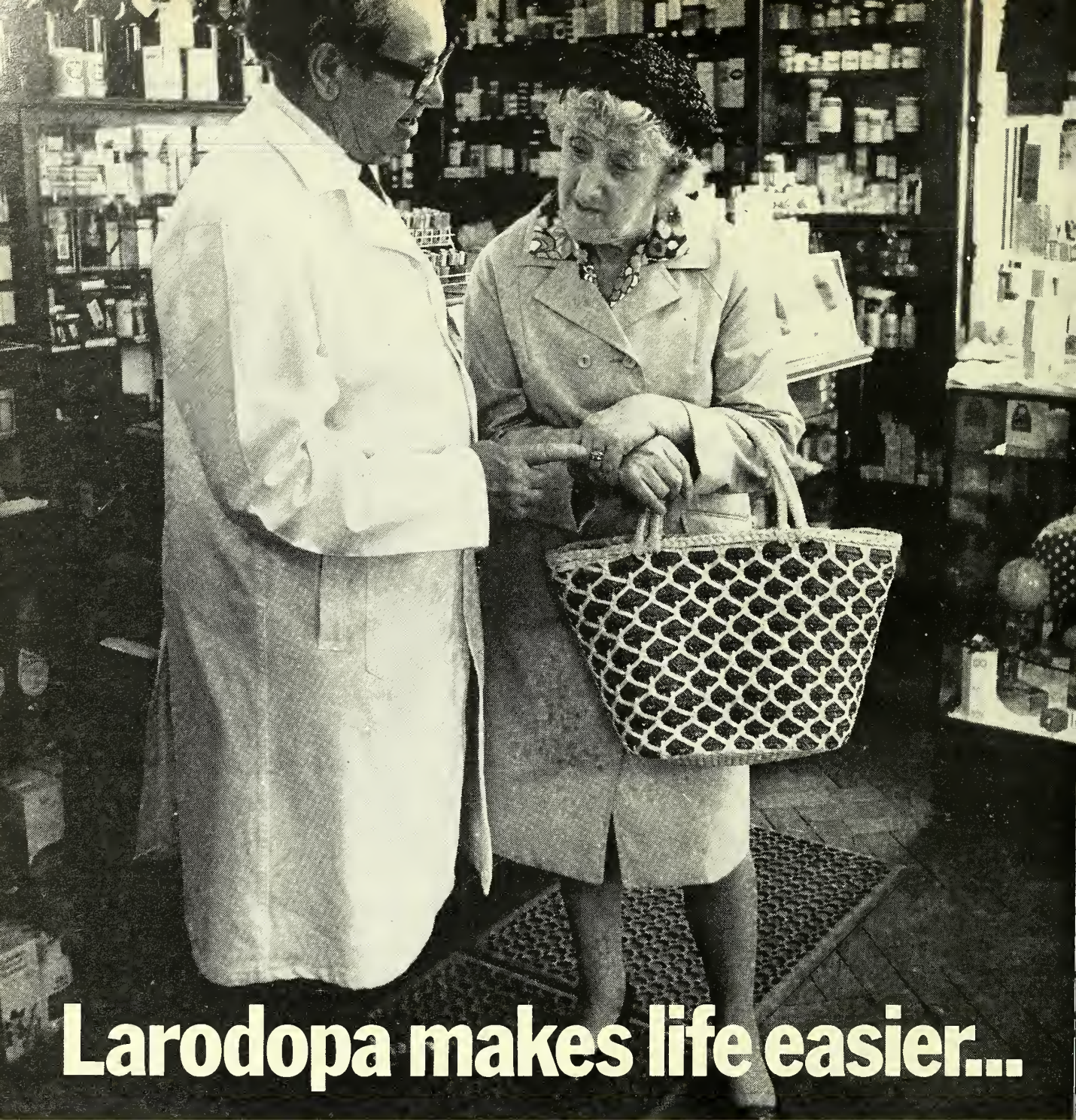
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A good attendance is assured at the
British Pharmaceutical Conference,
Nottingham, September 1-6 (see p80)



Larodopa makes life easier...

For you

Dispensing generic levodopa prescriptions means a fresh decision every time—it doesn't happen often enough to form a habit. But Larodopa is levodopa in a form that is convenient for you because the double scored 500mg. tablet will fit, simply, into any dosage regime: and, as Larodopa is the most economical presentation of levodopa, you will be fully reimbursed by the Pricing Bureau.

For the patient

Larodopa tablets are double scored and can be broken into halves or quarters, thus providing the versatility of dosage necessary for the effective management of Parkinsonism. Which means one less worry for a patient who has quite enough to worry about. Further information is available on request from: Roche Products Limited
15 Manchester Square
London W1M 6AP.



Comment

Multiple rate VAT

Most retailers, no less pharmacists, will be wondering whether in his mini budget statement next week the Chancellor of the Exchequer will expand on his comments regarding the introduction of a multi-rate value added tax system. In his March budget and recently in Parliament, he has left no doubt in the shopkeepers' minds that he believes the one rate (apart from zero) is too inflexible.

From his point of view that could well be so, but those who have acted as unpaid tax collectors are in no doubt whatever that the volume of clerical work involved will be multiplied and costs accordingly will rocket at a time when rates and telephone, heating and lighting bills are being substantially increased.

The National Pharmaceutical Union has written to him highlighting the disadvantages to pharmacists of a multiple rate (*C & D* July 6, p7) and the Retail Consortium will no doubt be adding their contribution if it has not already done so. In addition an urgent message went out from NPU headquarters to its members at the beginning of this week asking them to protest in writing to their Members of Parliament.

One possible argument against the multiple rate that might make the Government drop the idea was that a vast array of workers would be required by Customs and Excise to handle the tax and consequently it would be too costly an operation to effect a change. However, that seems now not to be worrying the Customs if it ever did. What they do fear is apparently that "too many companies or retailers will wait too long to prepare for multiple rates and will be caught out if they are suddenly sprung on us" according to a correspondent in the *Financial Times* recently.

Stemming from that article, Mr C. J. Fell (last week

p 50) claimed it would be impossible to "police" such a scheme and suggested the variant rates should be levied as purchase tax which could then, as previously, be collected at the wholesaler-manufacturer stage. The suggestion is certainly a novel one but we are extremely doubtful whether it will be taken seriously by the authorities. As for the policing, the Government, backed up by threats of heavy fines, can be expected to take a chance on the honesty of the trader, and his accountant.

The Chancellor's trump argument on the practicalities of implementing a multiple rate for VAT is that all the European countries that have adopted VAT already operate more than one rate (not counting zero-rate). However since the UK was late in adopting VAT it was to be hoped that the authorities would have learned to avoid the pitfalls of others as indeed they were at the initial stage. One place where they were not was in the Republic of Ireland. Mr M. F. Walsh, MPSI, gave his impressions in *C & D* (November 18, 1972, p 779) of the tax system as it applied in Eire soon after it became operative. He now (on p 92) explains the position as it is today and a dismal story it portrays. UK pharmacists reading it will certainly be glad they have not so far had to cope with a tax system so complex and anomalous as operating there.

That possibility for the future and the problem of investing in multi-total cash machines should provide the spur, if needed, for pharmacists in general practice to support the NPU and lobby their MPs immediately. It should be remembered that in its present situation, Parliament should be more sensitive than usual to external influences.

Get that pen and paper Now.

Post Scripts

Sale of mortars

A sale of English and Continental pewter and metalware took place at Phillips, Son and Neale's auction rooms, London, last week. A circular, early 19th century pewter bedpan (overall measurement 17½in), with maker's mark and "LONDON" on the base, fetched £40. This had a screw-on handle which may tempt some flower arranger to remove it!

A pewter oval barber's bowl, the well with a female head, 10in long, French by *Chaumette* was sold together with another reproduction for £40. It has been suggested that metal barber's bowls may have been the forerunners of the "tin-hats" of the two World Wars.

A 17th century double-handled bell-metal

mortar, height 6½in, top diameter 9½in, with a band of chevron ornament around the foot and initialled "T.M." sold for £130. A 16th century Italian bell-metal mortar cast with Christ's image on the veil and having two loop handles, height 4½in, diameter 5½in, fetched £90, while a Spanish bell-metal mortar with a band of roundels, height 3in, diameter about 5in, together with a Dutch brass mortar with trunnion handles, 18th century, brought £18.

'Parish pharmacist'

A number of pharmacists have co-operated on advertising in a weekly newspaper in Milwaukee, Wisconsin, USA, according to the *Journal* of the US National Association of Retail Druggists.

The advertisements in the *Catholic Herald Citizen*, are entitled "Consult your parish pharmacist" and contain a "Tip of the month", eg be sure to re-secure the closure on child resistant containers after each use. One of the participants is featured as the "Pharmacist of the month" and a picture and a short biography is

included in the Press advertisement.

Some US pharmacists are obviously taking the idea of "community" pharmacy very seriously!

US hospital pharmacists' leaflet

The American Society of Hospital Pharmacists have produced a brochure to explain to the public the activities of hospital pharmacists.

Entitled "Your good health and the pharmacist in your hospital", the blue and green pamphlet "may be displayed in hospital outpatient waiting areas or may be distributed as part of a hospital public relations programme", say the Society. The brochure "portrays the pharmacist as a vital health professional who joins with other hospital workers in providing the best possible patient care".

Such a leaflet explaining the role of the pharmacist might be useful in the outpatient section of a British hospital pharmacy—if only to placate the patient who always thinks its the pharmacist's fault that he had been kept waiting to see the consultant all afternoon!

Irish Contraceptives Bill

defeated in the Dail

The Irish Contraceptives Bill—the Control of Importation, Sale and Manufacture of Contraceptives (C&D, April 6, p391) Bill was defeated in the Irish Parliament on Tuesday.

The Prime Minister, Mr L. Cosgrave, was among the 75 members of the Dail who, on a free vote, voted against the Bill, 61 voting for.

The *Irish Times* on Wednesday commented that the way was open for the Government to propose another measure—Senator Mrs Mary Robinson had already promised to re-introduce the Family Planning Bill. However, the Supreme Court judgment that contraceptives may be imported but not sold, remains.

The Bill, read a second time on July 4, would have allowed pharmacies under licence to sell contraceptives to married people.

In the Dail debate it was suggested that health boards should supply contraceptives under medical supervision from clinics which, unlike retail outlets, would have no profit motive. This method would ensure that only married people obtained supplies.

It was also estimated that the number of pharmacies wanting to sell contraceptives would be few, probably 50 at the most, and that such a Bill would create a division between professional people if one pharmacist in a community applied for a licence and another, for conscientious reasons, did not.

'Which?' again presses for longer shop hours

A Consumers' Association report on shop hours, published in the latest issue of *Which?*, suggests that the laws on late opening and Sunday trading are being abused and should be scrapped. *Which?* finds that some shops don't take advantage of the hours permitted by the law, while others trade illegally.

A sample survey of CA members showed that about a third would like chemists' goods to be available out of normal hours, together with shoes, clothes, and building and decorating materials. Forty-nine per cent of this sample would find day-to-day shopping until 10pm "useful", but only 28 per cent of an interviewed "national" sample were of that opinion.

Which? says: "The people who seem keenest on longer or more flexible opening hours are those who might benefit most by them—working women and people with children". The magazine rejects arguments that longer hours would put up prices, adding "we think that shop workers and their unions shouldn't find more flexible shop hours inconsistent with

maintaining or improving their conditions of employment."

It concludes: "Scrapping the laws would not necessarily mean shops open 24 hours a-day, or even 12. It would mean, though, that shops would no longer have the issue of when to open obscured by out-of-date laws. We hope this would mean shops opening at times better suited to their customers than at present."

Consultative Committee

The following are members of the National Consultative Committee for Pharmacy (Scotland), recognised by the Secretary for Scotland:

General practice: J. P. Bannerman, Glasgow; C. R. Blythe, Douglas; A. Cowan, Bannockburn; J. B. Grosset, Edinburgh; D. C. Mair, Glasgow; S. M. Woods, Ayr.

Max Factor to drop 'misleading' wording

Max Factor have agreed to withdraw wording in a brochure for Swedish Formula Make-Up that "might be misleading." Their action follows a case in which the company were fined £1,200 and ordered to pay £300 costs by Hackney magistrates over statements that these cosmetics were "screened for any possible irritants . . . and to sift out any possible irritants that could cause rashes, blotches and other serious reactions."

Mr Alistair MacDuff, prosecuting the company under the Trades Description Act, said that out of 15 ingredients in the range of six items, eight were known irritants and two were possible irritants.

The company admitted six summonses brought against them by Tower Hamlets weights and measures inspector for moisture lotion, lipstick, eye make-up and three kinds of eye shadow, after Mrs Lydia Clarke, Sevenoaks, Kent, and Mrs Margaret Richman, Putney, had complained to the inspector.

"It was claimed that this make-up would suit any complexion. There is no such thing" said Mr MacDuff. "They also claimed that the whole thing was carefully screened to sift out irritants. Tests were carried out in the USA by a doctor. Far from being safer than average cosmetics as alleged, the reverse is the case. The prosecution say that saying these items were carefully screened when a considerable part are irritants is a grossly misleading statement, and that to say their product is hypo-allergenic likewise."

Mr Anthony Hills, for the company, said that for many years the company had been trying to obtain pure cosmetics. "Almost anyone can be allergic to a given substance. Every effort is made by the

Hospital: Miss J. E. Fleming, Glasgow; T. H. Furber, Edinburgh; J. Gillespie, Brechin; Miss E. A. Meikle, Glasgow; A. J. P. Shearlaw, Balfour; Miss S. H. Warren, Melrose.

Public limited company: J. I. Thomson, Edinburgh, *Secretary Pharmaceutical General Council (Scotland):* M. M. McNeill. *Resident secretary Pharmaceutical Society of Great Britain:* Dr J. Chilton.

Academic: Professor W. Anderson, University of Strathclyde; Dr D. Edwards, Robert Gordon's Institute of Technology; Professor A. Rogers, Heriot-Watt University.

Primary medical care can be 'left to nurses'

General practice could safely be abolished and primary medical care confidently left to a good nurse, writes Dr Colin Brewer in *The Guardian* recently.

A lecturer at Birmingham University's Department of Psychiatry, he reports an Ontario study in which nurses competently dealt with two thirds of all patients without having to seek advice from general practitioners. Their activities included prescribing drugs as well as diagnosis.

Dr Brewer told C&D he feels a large range of diseases do not need the skills of a doctor, particularly psychiatric medicine where there are "only three or four basic types of drug to choose from."

company to ensure its goods are perfectly safe. There is no danger of repetition of this kind of offence."

After the case, Mrs Clarke, said the effects of the make-up had cost her a business, her social life, and seven to eight thousand pounds. She intends to sue for damages.

The court was given the names of the two pharmacies from which the products were bought.

Max Factor have issued a statement saying that they gave the chief inspector of weights and measures the full formulae of Swedish Formula products. The ingredients which the dermatologist commented on were ones widely used in cosmetics and in hypo-allergenic ranges, such as castor oil, stearyl alcohol, cetyl alcohol, propylene glycol, glyceryl monostearate, yellow oxide.

"Swedish Formula products have been fully tested by qualified dermatologists involving thousands of human patch tests before being marketed. This is in addition to rigid control on the individual ingredients' purity and stringent manufacturing procedures. Fully documented dermatologist test reports are available for inspection at any time. Millions of units of the product in the Swedish Formula range have been sold successfully and safely throughout the world."

The company point out that any ingredient may cause sensitivity in particular individuals and circumstances — "even distilled water, under the right circumstances could produce a skin response." Nevertheless they have "accepted that the wording complained about in the brochure might be misleading" and agreed to withdraw it.

PATA reports fall-off in price-cutting

The Proprietary Articles Trade Association dealt with fewer cases of traders price-cutting medicines in 1973, according to the annual report. The Association's vigilance and economic conditions are given credit for the fact that cases were down 179 — against 367 in 1972 and around 300 in 1970.

In 116 of the cases in 1973, the traders adjusted prices in accordance with manufacturers' conditions; 63 cases had not been concluded at the end of the year. During phase 2 of the Counter-inflation Act, no legal action was taken against price-cutting traders, but "all possible action" short of court proceedings was taken by the Association.

Presenting the report, the president, Mr T. Bellin, warns that recovery from a period of product shortages is bringing an increase in the number of price-cutting cases. "The RPM case cost us a lot of money and the PATA accepts the challenge of defending the case we won". Mr Bellin adds that there must be a subscription increase, following a deficit of £2,869 in 1973, due to inflation.

NPU members to lobby MP's over multi-rate VAT

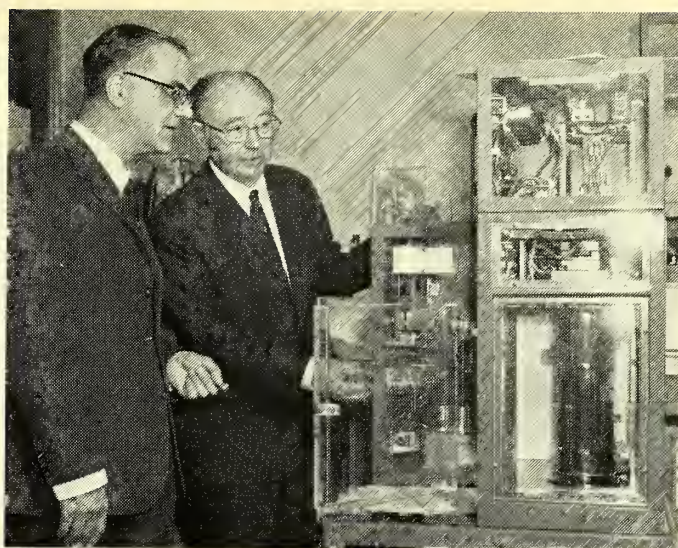
Members of the National Pharmaceutical Union have been asked by the Union to write to their Members of Parliament to express their concern over the extra expense and time that would be involved if the Government implemented their preference for a multi-rate value-added tax.

Suggested points for highlighting are the additional hours of unpaid work especially for retailers; extra records necessary to complete VAT forms brought about by the tax. If more rates are introduced the work-load would increase out of all proportion. Also there are special problems for pharmacists because of NHS dispensing. Chemists would have to buy a multi-total cash register for about £500 before they could operate VAT at all, suggests the NPU.

Studying liquidity problems

The Distributive Trades Economic Development Committee is making an urgent study of the extent of liquidity problems facing traders as a result of increased operating costs, controls on margins and reduced sales volume. A report on the situation will be put to the EDC's meeting next month. At that meeting, the EDC will also be receiving a report on aspects of employment in retailing and will be considering its programme of work for the

Dr G. W. C. Milner, president of Society of Analytical Chemistry (left), with Dr Greenaway of the Science Museum at some of the modern apparatus on show at the 'You and Your Analytical Chemist' exhibition



(Science Museum photo: Crown copyright)

next two years. The EDC was recently reconstituted under the chairmanship of Sir Daniel Pettit.

NPU seeks rates data

The National Pharmaceutical Union is collecting information on the increased rating assessments of pharmacies. Details will be forwarded to the National Chamber of Trade to assist in their survey (see *C&D*, June 21, p 781). The NPU's submission will be based on returns from three pharmacies of different sizes in each branch area.

Anti-nationalisation group

The Conservative party this week named 22 MPs to serve as an industry liaison group to campaign against the Labour Party's nationalisation and state intervention plans.

Led by Mr Michael Heseltine and Mr Eldon Griffiths, each member is said to have undertaken to familiarise himself with the structure, finances, labour relations and trading pattern of the industry to which he has been assigned.

Mr Michael Grylls has particular responsibility for pharmaceuticals, Mr David Crouch for industrial chemicals and Mr David Mitchell for small businesses.

US proposals to control drug promotion

Legislation to control promotion of drugs is being sought in the USA.

According to a recent American Pharmaceutical Association *Newsletter*, Senator Edward M. Kennedy, chairman of the Senate health subcommittee, has introduced the Drug Utilisation Act which would ban the issue of gifts and of samples, except on written request of the prescriber, and would require "detailmen" to complete special training courses.

Companies would have to give proof of bioequivalence and bioavailability and batch testing of any drug. A national drug compendium, with drugs arranged by therapeutic classification and including prices, would be distributed free to all practitioners. A national centre for clinical pharmacology would provide continuing education for the health professions, would establish drug experience data and a drug safety insurance plan and would study

Analytical chemistry on show at Science Museum

As part of its centenary celebrations the Society of Analytical Chemistry (formerly Society of Public Analysts) have sponsored an exhibition entitled "You and Your Analytical Chemist" at the Science Museum, London. The exhibition which opened to the public on Wednesday is on the second floor gallery and will remain open for about 6 months. It traces the development of analytical chemists from early times starting with an assayer's laboratory of the 16th century up to the automated laboratory of today with its expensive and sophisticated instruments. The main body of the exhibition is in two parts — laboratory techniques and analysis in the service of public needs. One exhibit shows the analytical examination and control of digoxin tablets.

Pharmacy closures in June

The net number of pharmacies lost to the register in June was 13. In England 24 opened for the first time, of which 4 were in London, and 12 closed down (3 in London). In Scotland, 3 opened and 3 closed, and in Wales one opened and two closed.

systems for prescription drug controls.

The generic name would have to be given on all labels together with a coding system to identify the manufacturer, drug, dosage form and strength and number of units in the container. A further requirement would be for pharmacists to display lists of drug prices.

The Association's executive director has criticised the FDA's contention that it can limit the right of certain pharmacists to prescribe certain drugs. A district court recently invalidated an FDA regulation that restricted to hospitals the supply of methadone for the relief of severe pain.

The federal government has decided to institute a new policy of drug reimbursement in federal health insurance schemes to encourage use of the lower-priced generic brands. Drug bio-equivalence has been referred to the Congressional Office of Technology Assessment.

500 book in for the Nottingham Conference



Five hundred members have registered for the British Pharmaceutical Conference, Nottingham, September 2-6. Most of them have booked accommodation in the excellent facilities available at the university halls of residence. Ample hostel accommodation is available for those who have yet to submit their applications.

The diversity of Nottingham's industries and its surroundings ensures that members attending the Conference will find something of special interest beyond the professional and business items in the programme. The optional excursions are varied, embracing antiques, Stilton cheese, roses, cigarettes, textiles, engineering, lace, china, and of course, pharmaceuticals.

The Conference excursion will be to Burghley House, Stafford, acknowledged to be "the largest and grandest house of the first Elizabethan age". At the local committee meeting on Tuesday night it was reported that the excursions to Royal Crown Derby, Hardwick Hall, and New-

stead Abbey, were already fully booked but the programme arranged by the local committee includes many other interesting excursions for those yet to register.

The hostel accommodation is in three adjacent halls at the Nottingham University campus. The halls, Ancaster, Cavendish and Willoughby, have been built in recent years and to a high standard. For hotel accommodation, which is somewhat restricted, the committee selected the Albany Hotel, St James' Street, Nottingham, and the Strathdown Hotel, Derby Road, Nottingham, and members are asked to apply direct to the hotel of their choice. The hotels have kindly promised to hold rooms available for Conference visitors until July 27. After that date, accommodation will depend on the normal availability of the rooms.

Application forms, together with the programme, are available from Mr D. M. Crossland, BP Conference, PO Box 94, Nottingham, NG2 3AA.

The Conference emblem

The Nottingham Conference emblem was designed by Mrs Vivienne Kenny, wife of a Nottingham pharmacist. Mrs Kenny has created an emblem in which she has represented a purple crocus which was grown locally in ancient times for medicinal purposes and surrounded it by one of the symbols most widely used in modern medicinal chemistry.

References to the use of crocus plants in pharmaceutical preparations are found in the literature over a long period of time. Hippocrates, who was born in the 4th century BC, recommended the use of saffron in the treatment of marsh fever or malaria. A "collyrium of crocus for affections of the eyes" was described in Roman times.

Crocus and saffron were both used in Arabic medicine and thence in the great medieval centres of medical learning such as Montpellier in southern Europe. From there, physicians in the monasteries would have commended their use to their brethren in monastic establishments in Britain.

Nottingham's local Lenton Priory was founded in the 12th century by monks of the Cluniac order and was administered by the Monastery of Cluny in Burgundy. It is believed that monk-physicians at Lenton found that the true saffron crocus would not grow readily and therefore they brought over corms of *Crocus nudiflorus* which they found growing wild in the Pyrenees. These were planted either in their herb gardens or in adjacent meadows and established themselves over the centuries. The plant is thought to have been

accepted as a substitute for *Crocus sativus* and used for similar medicinal purposes.

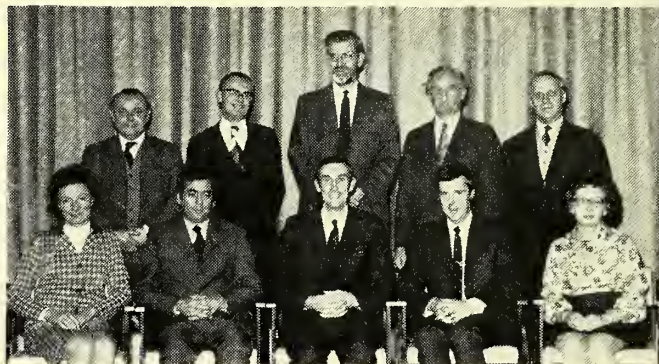
Nudiflorus is found in other parts of Britain notably in areas ranging from Warwick to Halifax, where there were also monastic centres.

In the 18th and 19th centuries various local historians referred to the large numbers of crocuses which grew in the district known as The Meadows near to Trent Bridge. This district, extending over several square miles, was built-up in the late 19th century but it is recorded that occasionally a few flowers of "this brave little diehard" push up annually between the paving stones. The district, which is now undergoing extensive rebuilding includes a Crocus Street.

Nottingham local organising committee

Pictured before a meeting, standing, R. M. Onley (accommodation), J. Rushworth, (treasurer), Chris Mattison (transport), A. E. Davies (printing), K. L. Smith (assistant secretary); seated, Miss Elizabeth Whistler (chairman) local

Branch 1973), D. M. Crossland (secretary), Dr R. E. Gilbert (chairman), Dr T. M. Jones (vice-chairman), Miss P. M. Cox (chairman) Ladies committee)



Chemist & Druggist

Subscribers will be all too familiar with the fantastic volume of price changes during the past nine months. The February 2 issue of CHEMIST AND DRUGGIST reported that nearly 2,500 price changes were published by Chemist and Druggist Price Service in January and on May 18 the records showed that 2,200 price changes were published during April, well surpassing the totals issued by any other price service over the same period.

Not surprisingly, these huge columns of changes are reflected by similar increases in production costs.

Quite apart from this factor, the publishers have also been affected by the dramatic rises in the cost of paper, print and overheads that have taken place over the past year and which will be subject to yet further rises in the coming months. The increased production costs for Chemist and Druggist Price List and Weekly Price Supplement are further aggravated by the latest announcement on postal charges — a major item for CHEMIST AND DRUGGIST.

Inevitably therefore, the publishers have been forced to increase both advertising and subscription rates and reluctantly announce that as from August 1 the annual subscription will be £14.00. They believe however, that subscribers will recognise the need to maintain the standard of the CHEMIST AND DRUGGIST service especially under current conditions.

It is interesting to note that towards the end of the 19th century Nottingham became a centre of manufacture for the successors to the old herbal preparations and by coincidence many of the early chemotherapeutic agents were manufactured in factories quite close to The Meadows where the crocuses grew in such profusion.

Some of this information comes from Mr G. F. Turton, a local authority on *Crocus nudiflorus*.

Mrs Kenny is married to John Kenny, pharmacy manager at the Victoria Centre branch of Boots. She is now in the final term of a three year course studying for a diploma in graphic design and printing at Trent Polytechnic, Nottingham.



International Chemical Company Limited

announce the following prices effective from 15 July 1974

Prod. Code	PRODUCT/PACK DESCRIPTION	Retail selling price* per retail pack excl. VAT	Retail selling price* per retail pack incl. VAT	Retail packs par std. outar	Ex-wholesaler	Rate 1	Rate 2	Rate 3	Rate 4
		p	p		£	£	£	£	£
001	'ANADIN' 4s	4½	5	48	1.48	1.40	1.35	1.35	1.30
004	" 8s	7½	8	48	2.42	2.21	2.16	2.16	2.11
007	" 20s (D. Outer)	16½	18	24	2.91	2.63	2.56	2.56	2.54
008	" 20s (S/Wrap)	16½	18	24	2.91	2.63	2.56	2.56	2.54
009	" 20s (S/Wrap)	16½	18	48	5.82	5.25	5.12	5.12	5.09
013	" 50s (S/Wrap)	29	32	12	2.59	2.33	2.28	2.27	2.26
014	" 50s (S/Wrap)	29	32	6	1.31	1.17	1.15	1.14	1.14
016	" 100s	47½	52	6	2.12	1.90	1.86	1.86	1.85
017	" Comp. Pack A	—	—	1	—	9.47	9.27	9.26	9.19
068	'ANBESOL'	20	22	12	1.79	1.61	1.58	1.55	1.52
050	'ANNE FRENCH' Cleansing Milk 37 cc	13½	15	12	1.13	1.03	1.01	1.00	0.99
051	" " " " 84 cc	22½	25	12	1.95	1.77	1.73	1.72	1.71
052	" " " " 206 cc	41	45	6	1.73	1.57	1.54	1.53	1.51
053	'ANNE FRENCH' M.C.C. Tubes	22	24	12	1.91	1.72	1.69	1.67	1.62
054	" " " Jars	36½	40	6	1.56	1.41	1.38	1.36	1.32
071	'BISMAG' Powder Std.	12½	14	12	1.19	1.07	1.04	1.04	1.03
072	" " Lge.	22½	25	12	2.04	1.87	1.81	1.80	1.78
073	'BISMAG' Tablets 75s	14½	16	12	1.24	1.13	1.11	1.10	1.09
074	" " 165s	23½	26	12	2.12	1.94	1.89	1.87	1.85
082	'BISODOL' Powder Std.	12½	14	12	1.19	1.07	1.04	1.04	1.03
083	" " Lge.	22½	25	12	2.04	1.87	1.81	1.80	1.78
085	'BISODOL' Tablets 30s	14½	16	12	1.26	1.14	1.12	1.11	1.10
086	" " 100s	31	34	6	1.37	1.24	1.20	1.20	1.20
103	'COMPOUND' W.	16½	18	12	1.46	1.31	1.28	1.27	1.23
105	'DRISTAN' Nasal Mist	30	33	6	1.36	1.22	1.20	1.18	1.15
108	'FIBROSINE'	18	20	12	1.67	1.51	1.48	1.47	1.46
111	'FREEZONE'	16½	18	12	1.43	1.32	1.29	1.28	1.24
114	'GLOW 5' Sachet	10	11	24	1.73	1.58	1.53	1.51	1.46
115	" " 3-Sachet	21	23	12	1.75	1.60	1.56	1.53	1.49
118	'IMMAC' Cream Sachet	10	11	24	1.69	1.55	1.51	1.48	1.44
119	" " 27 g	22½	25	12	1.96	1.77	1.73	1.71	1.66
120	" " 54 g	36½	40	6	1.53	1.40	1.36	1.34	1.29
135	'KOLYNOS' S.W. 32.5 cc	12½	14	12	1.17	1.06	1.03	1.03	1.02
136	" " 50 cc	17½	19	12	1.54	1.40	1.36	1.35	1.34
138	'KOLYNOS' C.T. 27 cc	12½	14	12	1.17	1.06	1.03	1.03	1.02
139	'KOLYNOS' F.T. 32 cc	12½	14	12	1.17	1.06	1.03	1.03	1.02
155	'PINEATE'	17½	19	6	0.77	0.69	0.68	0.68	0.67
159	'POWERIN' Tablets 12s	13½	15	12	1.23	1.08	1.07	1.06	1.05
160	" " 30s	25½	28	6	1.16	1.05	1.02	1.01	0.98
164	'PREPARATION H' Ointment 27 g	23½	26	12	2.15	1.94	1.90	1.87	1.82
165	" " " Lge.	41	45	6	1.81	1.64	1.59	1.57	1.53
166	" " Suppositories 6s	20	22	12	1.76	1.60	1.55	1.54	1.50
167	" " " 12s	33½	37	6	1.53	1.38	1.34	1.33	1.29
175	'SEK'	22½	25	6	1.01	0.91	0.88	0.87	0.85

*Fixed price for medicinal products, recommended price for other goods.

INTERNATIONAL CHEMICAL CO LTD, 11 CHENIES STREET, LONDON WC1E 7ET. 01-636 8080

People

Mr P. Clark of Crown Cork Co Ltd is the new chairman of British Aerosol Manufacturers' Association for the coming year.

Mr W. A. G. Kneale, MPS, EEC liaison secretary, National Pharmaceutical Union, has recently completed the Open University special course on the European Economic Community. At the end of the period, Mr Kneale achieved a high pass grade after completing the four course assignments.

Deaths

Daymond: On July 9, Mr Leslie Andrew Daymond, MPS, 40 Ashway, Aller Park, Newton Abbot, Devon, aged 64. Mr Daymond qualified in 1932.

Slee: On July 11, Miss Lillian Slee, Hyde, Ches., aged 71. Miss Slee, with Mr L. Hadfield, MPS, founded the firm of Manchester chemists, Hadfield and Slee Ltd in 1947. She was well known in Manchester pharmaceutical circles.

News in brief

□ New National Insurance contributions operating from August 5 are contained in leaflet NI 208 from Post Offices.

□ The VAT element in the cost of petrol may be recovered by employers when employees use their own car and are given a mileage allowance. The details will be included in VAT news No. 3 to be sent out in August.

□ The provisional estimate of the seasonally adjusted index of the volume of retail sales in June was 108 (1971=100), showing a recovery of about 2½ per cent from the low figure in May. This follows two months in which there had been comparatively large falls in the volume of trade.

□ The Central NHS (Chemist Contractors) has again reminded contractors that the prices charged by the insulin manufacturers now vary. To ensure accurate payment it is essential that Forms EC10 are endorsed with the brand supplied; unendorsed forms will be returned by the pricing authority for confirmation.

□ NCR's latest study tour for retail management, to be held from September 8-14 will visit five shopping centres and discount department stores in Bavaria, and a similar number of major shopping centres and hypermarkets in the general Paris area. Delegate applications should be made before August 9 to MMM Department, NCR Ltd, 206 Marylebone Road, London NW1 6LY.

□ The tenth annual meeting of the Pharmaceutical Chemical and Allied Industries Association in Dublin heard its executive chairman, Mr E. J. Dover, tell how total production had risen from £5½m in 1963 to an estimated £65m in the current year. Employment had risen from 2,100 to 4,600 and exports of medicinal and pharmaceutical products from £500,000 to over £20m.

Topical reflections

BY XRAYSER

At risk

The pharmacist is, at all times, at risk. In addition to the normal hazards which beset the ordinary citizen — such commonplaces as driving without due care and attention; being found drunk and disorderly; committing arson, or abandoning a rhinoceros on the Queen's highway, there are countless other offences which are denied to those who are not pharmacists and who do not spend their days as authorised sellers of poisons.

Legislation grows apace and it is not difficult to transgress, particularly if one has absorbed, over the years, certain classifications which have now been upset and it is necessary to dust out the recesses of one's mind before restocking the shelves. Even after the most rigorous spring-cleaning, something is sure to remain and insinuate itself unawares. It is thus imperative that we read, mark and inwardly digest, not only the classification of new drugs but the reclassification of old.

Into the latter category comes phenacetin, which has been commonplace for as long as most of us have been around, and whose final freedom disappears on September 1, though I imagine most pharmacists have treated both it and its consumers with circumspection for some time. It is to be prescription only and it has an Order all to itself. It is not classified as a poison, but its sale will be strictly regulated.

So yet another opportunity will arise for transgression. The fairly recent legislation affecting Controlled Drugs appears to be still the cause of offence, which is hardly surprising, and I find a recent report a little disquieting. All pharmacists should now be aware of the requirements of that Act in so far as the form of the prescription is concerned. It must be in the doctor's own handwriting and it must, among other things, state the quantity to be supplied in both words and figures. It is an offence on the part of the doctor to issue a prescription which does not meet the conditions demanded. That being so, it follows that a pharmacist who dispenses a prescription which the doctor has issued illegally, is also guilty of an offence.

Strange

It has been reported that a pharmacist has been fined — and fined pretty heavily — for having dispensed prescriptions which failed in some particular to conform. Two of those were in error in that the doctors concerned had committed the criminal offence of failing to write the quantities in both words and figures. The prosecution felt that the pharmacist should check what the doctor was doing and not dispense.

So the judgment of the Courts was that the chemist should be fined £10 on each charge and the doctor merely cautioned. The offence was of such a nature that, had the doctor not offended, there could have been no offence by the pharmacist.

It is a strange piece of legislation, and until the prime mover in such offences, namely the doctor, is taken to court and heavily fined instead of just cautioned, there is no likelihood of his changing his ways. Meantime, the patient is put to considerable trouble and inconvenience at a time when he has enough to do. There is no alternative, granting the legislation which has been drafted and passed by, it might be thought, people who knew not what they did.

□ To help companies understand the implications of the Social Security Act 1973, as amended, NCR Ltd are to run a series of one-day courses, given by experts, in various parts of the country. So far, courses are planned for Bristol, Birmingham, Leeds, Manchester, Newcastle and

Southampton. Applications should be made to the nearest NCR office.

□ Mr A. McMurray was jailed for two years at Glasgow Sheriff Court after being found guilty of breaking into and stealing drugs from Falkirk Royal Infirmary pharmacy in March.

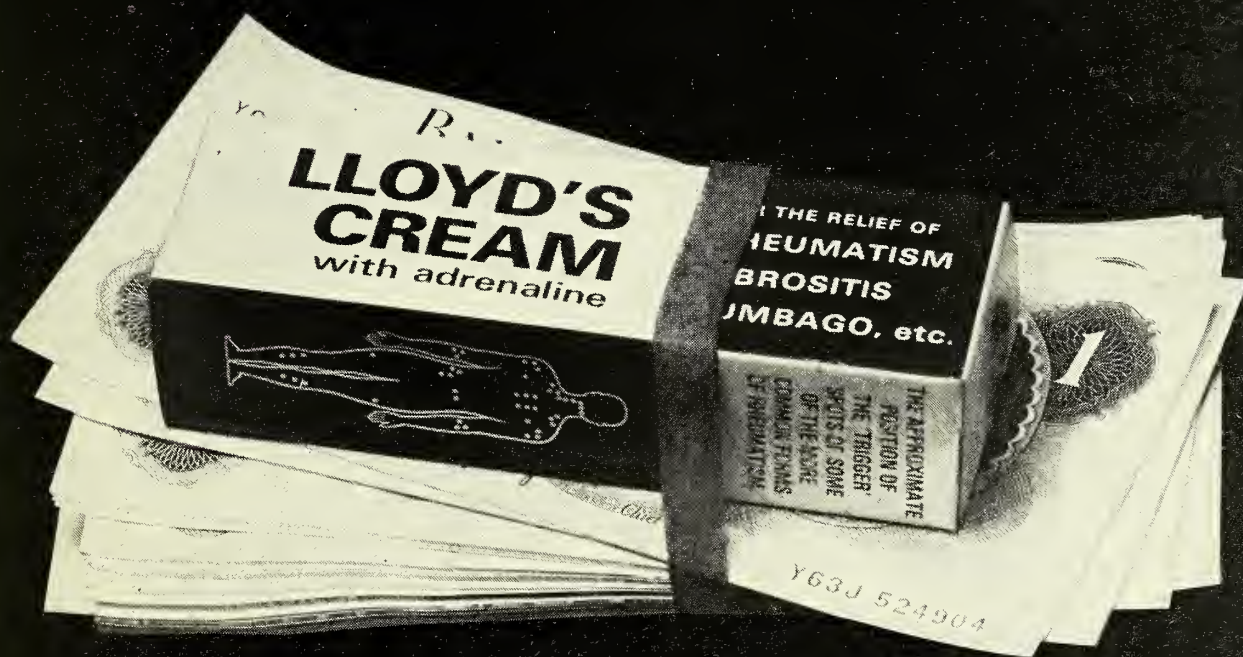
New profit opportunity

- * Fresh modern pack design from July.
- * Opens the door to a younger and more profitable market.
- * Extensive consumer campaign in women's magazines starts September.

Order your stocks now.



Made in Britain by Howard Lloyd and Company Limited, a member of
Reckitt & Colman Pharmaceutical Division, Hull.



Lloyd's Cream

with adrenaline

New products and packs

Oral hygiene

Aquafresh national launch

Beecham Proprietaries have launched Aquafresh, a new toothpaste which, on evidence of results in three test markets, they predict will take a major position in the market.

The toothpaste (26cc, £0.16½; 47cc, £0.24) is a clear blue gel with white stripes and offers the consumer three benefits in a single brand — breath freshness, whiteness and fluoride protection. The major emphasis of the advertising and the whole brand personality will be on freshness with the other advantages being treated as extra benefits. The seascape design of the carton will reflect the "seafresh" image.

The company's research showed that the average housewife requires all three benefits from a family toothpaste; that a brand which claims all round performance superiority would be received with some lack of credulity; that a large group of heavy users of toothpaste are principally concerned with freshness; that this group prefer the spearmint type of flavour with a stronger bite and a longer after-taste than previously; and that this group is "not too satisfied with any existing brand" and wants something "really different".

During the launch year £1,100,000 will be spent on television advertising and £1,500,000 on trade support, including introductory offers, trade and consumer promotions and specially designed display material (Beecham Proprietaries, Beecham House, Brentford, Middlesex).

Electrical

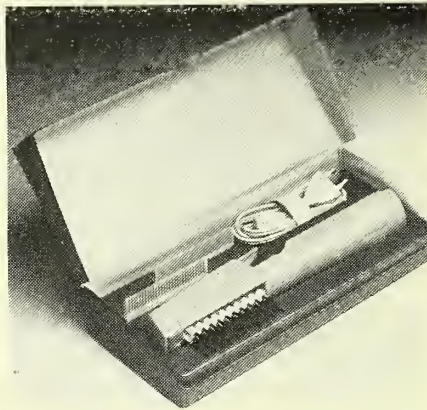
Aid to personal grooming

The Remington Spraystyer (£11.50), say the makers, is an important addition to their range of personal grooming aids. The mustard-coloured styler produces "instant" hot air and has a water spray attachment which, by a squeeze of a trigger, directs a fine mist onto the hair. There are two comb and a brush attachments and the product comes in a presentation case (Remington Electric Shaver division, Sperry Rand Ltd, Apex Tower, 7 High Street, New Malden, Surrey KT3 4DL).

Cosmetics and toiletries

New range from Rubinstein

Helena Rubinstein have introduced a range of moisturised products — Skin Life make-up. The range, say the makers, "puts back life" into aging skin because it is "biochemically similar to the fluid of skin cells". It consists of two types of foundations — Skin Life Soufflé liquid make-up (£2.65) in six tinted shades of opaline, pink, bisque, suede, beige and sable; and deep moisture creme make-up (£2.85) in the same choice of shades. There is also a translucent face powder (£2.50); 12 shades of lipstick, eight cream lipsticks



and four frosted lipsticks (£1.55), all of which have conditioners and suncreening properties; and eyeshadow cream (£2.00) said to be crease-resistant and is in a range of 12 colours (Helena Rubinstein Ltd, 31 Davies Street, London W1F 1FN).

A nail-care kit from Eylure

Eylure have produced a range of products designed to protect nails and encourage them to grow. The products consist of a 21 day Nail Care kit (£1.75) containing two complete sets of Eylure Easifix nails — the regular shape and short styles — to be worn throughout a 21-day programme whilst two other products concentrate on nail growth. They are, Nail Care cream (£0.29), a protein-enriched cream that should be massaged into the cuticles twice a day, and a new hand cream (£0.29) to keep the hands smooth and soft (Eylure Ltd, Grange Industrial Estate, Llanfrehfa Way, Cwmbran, Mon).

Caron introduce shaving foam

Caron have introduced a shaving foam to their Pour Un Homme range of men's toiletries. The foam (£1.50) has a lavender fragrance and comes in a can with a hessian design (A. H. Robins & Co Ltd, Redkirk Way, Horsham, Sussex).

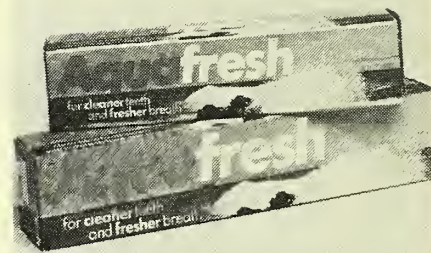
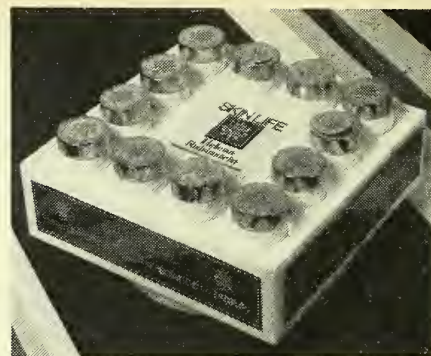
Nature Pure lipsticks

Cyclax have introduced a lipstick range — Nature Pure lipsticks (£0.95) — made from such natural ingredients as almond oil, wheatgerm and beeswax and containing no synthetic perfumes. The lipsticks also contain vitamin E "to help prevent dryness and chapping" and puer-cellin oil to protect the lips from the ill-effects of the weather. The range consists of 10 shades and is available for sale in August (Cyclax Ltd, 17 Old Bond Street, London W1X 4AY).

For manufacturers

Kalipols — first in series

Albright & Wilson's industrial chemicals



division have developed a new range of aqueous polyphosphate solutions in which the length and distribution of the molecular chains can be controlled to produce finished products whose properties can be varied to meet the specific requirements of manufacturers.

Kalipol 18 was developed as a builder for liquid hard surface detergents. Being a liquid, it has the advantage of being easy and cheap to incorporate. The new polyphosphates enable the formulation of detergents with a low phosphorous pentoxide content for a given sequestration performance (Albright & Wilson Ltd, PO Box 3, Oldbury, Warley, Worcs).

Prescription specialities

TRASICOR 160mg tablets

Manufacturer CIBA Laboratories, Horsham, West Sussex

Description Circular, pale orange, slightly bi-convex, film-coated tablet scored and marked "CT" one side, with "CIBA" on reverse, containing 160mg oxprenolol hydrochloride

Indications Depending on dosage, treatment of all grades of hypertension, also for angina pectoris

Contraindications etc As for Trasicor 80mg

Dosage Initially 80mg twice daily, if necessary increased by a further 160mg daily at convenient intervals (eg weekly or fortnightly). In conjunction with a diuretic, most patients respond to 80-320mg twice daily. When used alone about 960mg daily may be needed occasionally

Packs Securainers of 100 tablets (£8.06, trade)

Supply restrictions Medicines (Interim Prescriptions only) Order 1974

Issued July 1974

Trade News

Signal 2 trial supports claims

Elida Gibbs are spending £220,000 on a Signal 2 with fluoride television commercial which began on July 8 and will run for four months.

They are basing their claim that "no other toothpaste is better at fighting tooth decay" on three year clinical trials which have just been completed.

Elida Gibbs Ltd, Hesketh House, Portman Square, London W1A 1DY, say that the trial, using methods recommended by the British Dental Association, was carried out at one of Britain's largest universities. The 1970 first year intake of three comprehensive schools (almost 1,000 children) took part.

The children were divided into two matched samples — each sample had the same sex and socio-economic structure and the condition of the children's teeth in each sample was virtually identical at the beginning of the trial. One sample used Signal 2 with fluoride while the other sample used a similar toothpaste but one that did not contain sodium monofluorophosphate.

The results showed that the effect of regularly using Signal 2 with fluoride is real and substantial. Clinical (probe and mirror) examinations conducted by dentists showed that on the readily visible biting surfaces incremental tooth decay was 19 per cent less for those children who had used Signal.

X-ray examinations showed that on the surfaces between the back teeth (where decay occurs most easily, is most painful, and is most difficult to correct) the children who had used Signal 2 with fluoride had 57 per cent less occurrence of incremental tooth decay.

Promotions will accompany the advertising campaign and new display material has been produced.

Travel soap

Eylure Ltd, Grange Industrial Estate, Llanfrehfa Way, Cwmbran, Mon, have introduced two "travel" sized soaps in the Tabac Original fragrance. The soaps — a "weekender" size (£0.60) and a holiday version (£0.95) — come in tortoiseshell brown and gold coloured travel cases.

Wellcome launch competition

A £1,000 Hygena System 70 kitchen, plus £100 towards the cost of fitting is the prize in the competition currently being featured on packs of Saxin by Wellcome Consumer division, Crewe Hall, Ches. Those entering the competition by buying the 500 pack will receive two coffee mugs free plus 100 tablets in a "competition" pack. Those entering by buying the 200-pack will

receive one coffee mug plus 50 free tablets. Supporting the promotion, Saxin will be featured on Midlands television in a two-week burst beginning July 15, and on Clyde radio. The competition ends December 31.

Pharmaceuticals from SAS

SAS Scientific Chemicals Ltd, Victoria House, Vernon Place, London WC1, are able to supply the following new products: trisoralen tablets (4, 5'-8-trimethylpsoralen), trimethylpsoralen powder, trifluorothymidine, fluorescein sodium injections (5 per cent to 25 per cent concentrations), idoxuridine BP, multi-vitamin infusion, ophthalmidine 0.5 per cent and in other strengths to order, ophthalmidine eye drops 0.1 per cent in 10ml packs, compound sodium chloride 1959 BPC injections.

Care chemists' next promotion

The next Care chemist national promotion runs from July 22 to August 3. Items for promotion include: New Vosene shampoo, Effident denture cleanser, Johnsons baby oil and soap, US anti-perspirants, Imperial Leather, Ivory soaps and Badedas. Advertising space has been booked in *Daily Mirror*, *Daily Express*, *Edinburgh Evening News*, *Aberdeen Press & Journal*, *Dundee Courier*, *Glasgow Daily Record and Belfast Telegraph*.

Trascor tablets

Film-coated tablets of Trascor 20mg, 40mg and 80mg will replace the existing uncoated white tablets in the near future, according to CIBA Laboratories, Wimblesbury Road, Horsham, Sussex.

Specialist division formed

Hanimex (UK) Ltd, Hanimex House, Dorcan, Swindon SN3 5HW, have opened a specialist division to serve the photo chemist and small dealer. By forming the new Photo-Pharmacy division which will operate from Swindon, the makers aim to give a more personal service to the smaller stockist and dealer.

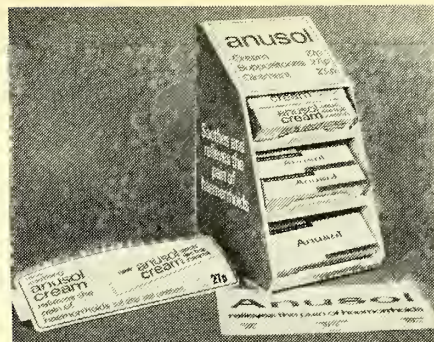
L'Oreal advertising campaigns

A new advertising campaign for Reban shampoo which covers both television and commercial radio, has been launched by L'Oreal, Golden Ltd, 1 Bruton Street, London W1. With the copy line "Reban frees damsels from greasy hair", all the commercials take a light-hearted look at fairy tales while emphasising "the greasy hair story". Television advertising features 30-second commercials broadcasted nationally, and radio commercials will be featured in three bursts through July and August.

L'Oreal plan to spend £70,000 on summer advertising for Elnett Satin hairspray. The national campaign lasts five weeks and is estimated to be seen by 85 per cent of all women. The commercial features elegant, sophisticated settings.

Anusol display aids

A new counter display for the Anusol range has been produced by William R. Warner & Co Ltd, Eastleigh, Hants. The blue and white stand holds the cream, ointment and suppositories and has clearly marked prices. A plastic shelf-card showing the product name and prices has also



been produced, which can be stuck to almost any surface. Prices have increased recently: Anusol cream (£0.29), suppositories (£0.30), ointment (£0.27). All displays supplied will show the new prices.

Price Commission intervention

In June the Price Commission reduced the increase of 7.01 per cent sought by Gala Cosmetics Group Ltd on cosmetics by 0.81 per cent plus 0.99 per cent retrospective recovery surcharge.

Anbesol Press campaign

The Press campaign for Anbesol by International Chemical Co Ltd, 11 Chenies Street, London WC1 7ET, is to continue throughout the summer. The product is currently being featured in the national Press and leading women's magazines.

Trace your family tree

Princess Galitzine, 159 New Bond Street, London W1Y 9PA, are offering a chance to have one's family tree traced by the Macaulay Mann Heraldry Co and to get a carved and hand-painted heraldic shield bearing the coat of arms associated with one's surname. This chance is offered for £4.50 to anyone buying two products from the range, and a bottle of Irene light perfume is also offered free to anyone entering the promotion.

Cossack sponsors championships

Top international riders took part in the first ever Cossack Northern Show Jumping championships, sponsored by Reckitt & Colman Toiletries division, Sunnysdale, Derby DE2 9GG, which took place recently at Sheffield. Harvey Smith took first and second prizes in the Cossack open jumping competition, the Supersoft northern hunting competition, and prize money totalling nearly £300. Proceeds from the sale of a prestige programme were donated by Reckitts to the Sheffield branch of the Spina Bifida and Hydrocephalus Association.

Dinneford summer advertising

Beecham Proprietaries, Beecham House, Brentford, Middlesex, are featuring a new advertisement for Dinneford. The advertisement shows a younger baby and has a testimonial for the product from the mother. The advertisement will appear in daily and Sunday national newspapers, maternity and women's magazines.

Adorn on television

The current national television campaign for Adorn by Gillette Industries Ltd, Great West Road, Isleworth, Middlesex, is to be repeated in September. The campaign features 30-second spots with the theme "the fresh and clean hold" hairspray.

Continued on page 86

Trade news

Continued from p 85

□ Gillette Industries have also produced a display merchandiser for Tame creme rinse conditioner. The merchandiser holds all three sizes of the three variants and has a colourful header card with the theme "Wild hair needs Tame treatment".

Lissapol distributor

The Cargo Fleet Chemical Co Ltd, Westminster House, 23 Victoria Avenue, Harrogate, Yorks HG1 5RD, have been appointed a distributor for the UK for Lissapol and Synperonic BD ranges of industrial detergents by ICI Petrochemicals for plant cleaning.

Ayo-berry slimming aid

Ayo is a dietary aid which is said to make sour foods taste sweet, enabling acidic fruits to be eaten without the addition of sugar.

The tablets, which are allowed to dissolve on the tongue, contain a basic glycoprotein known as miraculin, from the "miracle" berry (*Synsepalum dulcificum*), a tropical West African shrub. West African natives are said to chew the berry before eating their sour maize bread or drinking their sour wines.

It is thought that the substance, which is not itself sweet, coats the taste buds in some way. It does not change salty-tasting foods and the effect lasts about one hour. Nutri-Bio foresee a use for the product in obesity, diabetes, heart disease and whenever low calorie, sugar-free diets are required. The tablets, at present on mail order only will be available shortly from Wafex Ltd, Oriel House, 2A Rectory Grove, Leigh-on-Sea, Essex.

Utilising natural gas

A new monthly magazine covering the utilisation of natural gas for industry and commerce will be launched by Benn Brothers Ltd, publishers of *C&D*, in September. Every third issue will be accompanied by a separate publication devoted to commercial applications — large-scale space heating, hot water supply, catering etc. Entitled *Natural Gas*, the magazine will be sold on annual subscription — £3 for the monthly, including the quarterly version, and £0.60 for the quarterly alone.

Skin care offer

Cyclax Ltd, 17 Old Bond Street, London W1X 4AY, have produced a "special offer" pre-packed counter merchandiser to hold eight 50cc size Milk of Roses moisturisers, and six 50g size Moistura moisturisers. The products are offered at 35p-off the normal retail price — Milk of Roses moisturiser (£1.00), Moistura moisturiser (£1.10), — and the purple and silver counter display carries the message "summer skin care offer".



Miss Heather Minter, one of 10 winners in the recent chemist counter assistant competition organised by Winthrop Laboratories, Winthrop House, Surbiton, Surrey, receives a cheque for £10 from company representative Mr R. Stephens. Over 400 assistants entered the competition in which entrants had to list 10 packaging design features of phisoderm and as a tie-break add a product advantage of their own.

A home brew bus

Reckitt & Colman Food division, Carrow, Norwich NOR 75A, have equipped a London double-decker bus as a travelling free sampling unit of Tom Caxton home brew range. The bus will tour racecourses and cricket grounds to introduce people to the "ease of making Tom Caxton True Brew beer kits".

Elle August promotion

From August 3, Crookes Anestan Ltd, 1 Thane Road West, Nottingham NG2 3AZ, are offering 5p-off the 120-g pack of Elle. Cap crowners, shelf wobblers and on-pack flashes will promote the offer at point of sale and a display merchandiser holding six cans is available. The makers are also offering a 60 per cent discount on trade prices, plus bonus terms — details from their representatives.

For telephone hygiene

Telephone cleansing tissues are now being marketed by Fonadek International, Albany Road, Harborne, Birmingham. The tissues (£0.55) come in neat plastic boxes containing 50 pads, each of which has been impregnated with a "powerful", pleasant-smelling germicide. Just a wipe over the telephone mouth and ear piece is sufficient it is claimed, to kill all known mouth transmitted germs and keep the instrument uncontaminated for a 24-hour period. The boxes of tissues come packed in 50's in an 11½ x 11½ x 2ins carton which converts into a neat bright red and black counter display. There is also a show-card incorporating three individual boxes.

Femfresh promotion — postponed

Crookes Anestan Ltd, 1 Thane Road West, Nottingham, regret that due to administration difficulties their "33½ per cent extra free fill" promotion which was due to run on the large size of Femfresh during July and August has been postponed until a later date.

Bonus offers

Mentholatum Co Ltd, Slough, Bucks. Stop 'N Grow. 12 invoiced as 10, 6 as 5 (July 19 to August 17).

Borderline substances in Scotland

The latest amendment list on borderline substances from the Scottish Home and Health Department classifies the following as drugs only when prescribed for the conditions shown:

Gluten and/or protein free products: Albumaid — complete (proven malabsorption states where there is failure to hydrolyse and/or absorb protein); Albumaid X methionine (treatment of homocystinuria); Gastro-Caloreen (treatment of disaccharide intolerance) (without iso maltose intolerance), amino acid disorders and/or whole protein intolerance and in proven hypoglycaemia where there is no need to limit sodium and potassium intake.

Deodorants: Amplex clinical deodorant tablets, Amplexol, Chiron deodorising cleanser, DOR, No Roma, Nilodor (patients with ileostomies and colostomies); (to alleviate mental distress in patients with ileostomies or colostomies).

Scalp cleansing agents: Capitol (Amend to read "Drug when prescribed for pityriasis capitis and seborrhoeic dermatitis of the scalp"); Ceanel concentrate (treatment of psoriasis or seborrhoeic conditions).

Sun screens: Uvistat (for protection of skin from u-v radiation in photodermatoses).

on TV next week

Ln — London; M — Midland; Lc — Lancashire; Y — Yorkshire; Sc — Scotland; WW — Wales and West; So — South; NE — North-east; A — Anglia; U — Ulster; We — Westward; B — Border; G — Grampian; E — Eireann; CI — Channel Islands.

Adorn: M

Alberto Balsam conditioner: All except B, CI

Alberto Balsam shampoo: All except B, CI

Anadin: All areas

Anne French: Ln, M, Lc, Y

Arrid Extra Dry: All areas

Bisodol: So, A, B

Close-Up: All except A, We, B

Cool: All areas

Delph lemon skin freshener and cleansing milk: M

Dry Look: All areas

Elnett Satin hairspray: All areas

Falcon: All areas

Fresh & Dry: All areas

Gillette G11: All areas

Immac: All areas

Milk of Magnesia tablets: All areas

Oil of Ulay: All areas

Reban: All areas

Right Guard: All areas

Rinstead Pastilles: All areas

Schick Injector razor system: All except U

Signal: All areas

SR: All areas

Sunsilk shampoo: All areas

Sure: All areas

Three Wishes antiperspirant: All areas

Three Wishes foam bath: All areas

Three Wishes soap: So

Ultra Lash: All areas

Meet the two new members of the Sweetex sales force.

Sweetex, the out-and-out brand leader in the artificial sweetener market* will be spending £200,000 over the next 12 months on a powerful, hard hitting consumer advertising campaign.

Anita Harris and Mike Aspel, well known and popular personalities feature in full colour testimonial advertisements appearing across a broad spread of Women's magazines and the National Press.

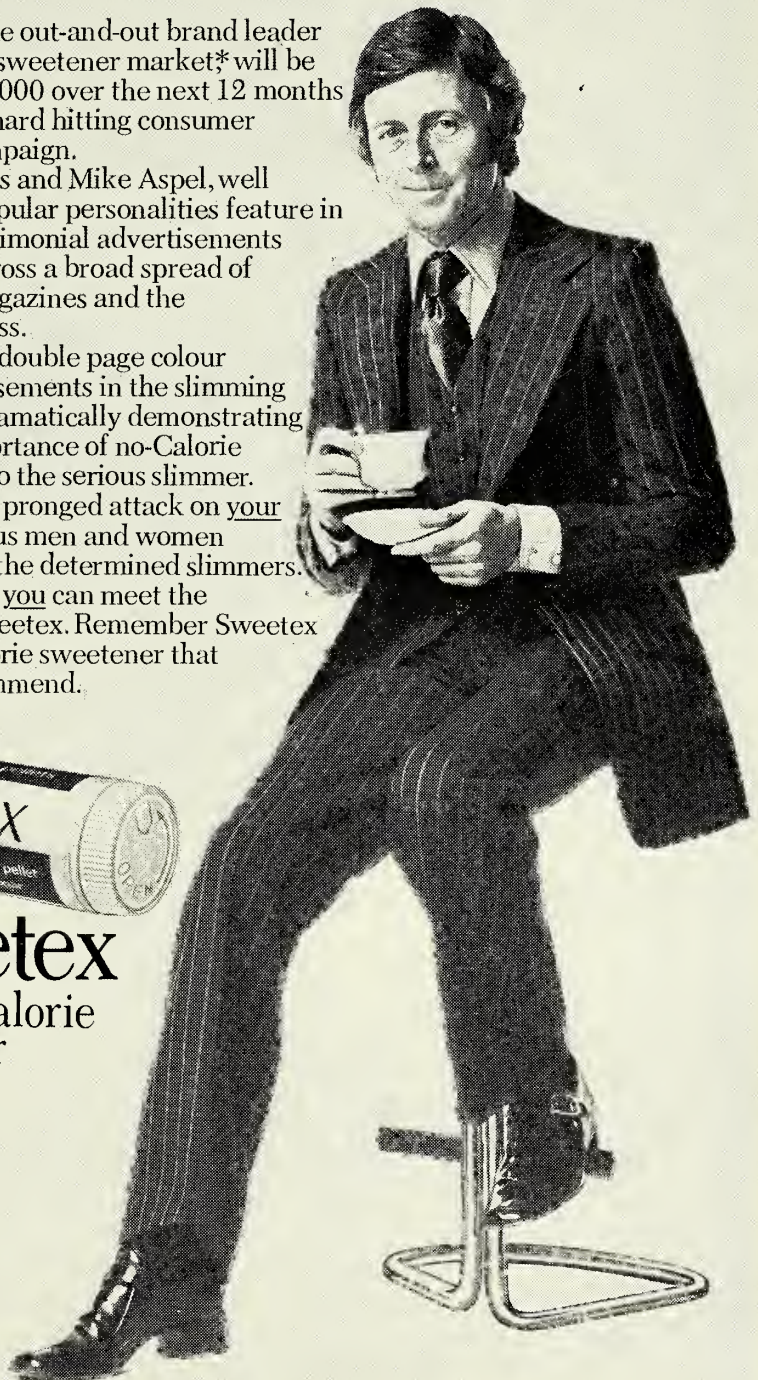
Plus double page colour advertisements in the slimming press dramatically demonstrating the importance of no-Calorie Sweetex to the serious slimmer.

A three pronged attack on your weight conscious men and women customers and the determined slimmers.

Make sure you can meet the demand for Sweetex. Remember Sweetex has the no-Calorie sweetener that dietitians recommend.



Sweetex
The no-Calorie
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**New from Wella, a new range
of retail hair colour.
We've taken our time**



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We've taken our time about it. We had to. Our international reputation for top quality professional hair colourants demanded that anything we produced for the retail market would have to be quite exceptional.

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Tell your shelf-filler to fasten his skates



It's a Radox Television Burst.

Nationwide, of course. The brand leader in bath additives always moves fast. But during a TV burst, stocks turn over with the speed of light.

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When Radox is on the box, the only folks with time to relax are your customers. Your shelf-filler's going to be run off his feet. So give him a pack to go home with — he's going to need it! And get your order off today.

Nicholas

Radox Salts and Liquid The Brand Leaders

FIP give proposals for labelling of specialities

The International Pharmaceutical Federation (FIP) has published international recommendations for the labelling of pharmaceutical specialities. The proposals have been passed by the FIP Council, but still need to be officially approved by the FIP General Assembly which is to meet in Rome, September 5-6.

The recommendations are:

□ **Designation:** the trade mark and internationally uniform non-proprietary names used should be, whenever possible, the same in all countries; if adjectives are used to differentiate between products (eg depot) such descriptions should be close to the main designation of the pharmaceutical speciality; the substitution of single letters for additional words for the purpose of differentiating pharmaceutical specialities should be avoided because such letters are liable to cause confusion; if there are several dosages of the same formulation with only one active ingredient, the difference in dosage on the label should be expressed in figures and not by adjectives; if a trade mark has been given to a special pharmaceutical form and if this name is not generally known and understood then the type of formulation should be explained; if a chemical or pharmaceutical term or non-proprietary name is used to define a pharmaceutical speciality, the name of the manufacturing firm or the distributor (or the name of the person responsible for putting the product on the market) should be shown on the label; if a speciality is marketed in separate formulations for adult and children's use, the difference between the packs must be clearly marked to avoid mistakes.

□ **Packaging:** having regard to storage difficulties in community pharmacies, packs should be designed, where possible, so that the side which remains visible when stocked should show clearly the complete name and unnecessarily large packs should be avoided (the recommendations does not exclude the use of push-through packs); as far as the size of the pack allows, the pack should be designed in such a way that the pharmacist can affix his label or his stamp to it and note the directions for use as prescribed by the doctor without obliterating important indications; when the use of a "housestyle" package design is adopted, the different specialities should be distinguishable from each other in order to avoid confusion; all the details needed by the pharmacist when dispensing the product should, if possible, be shown on the same side of the pack.

□ **Labelling:** the content and dosage of the product should be indicated in such a way as to eliminate any possibility of misunderstandings in use; adequate information should be given as to the method of

administration; where necessary instructions for the storage should be shown clearly and unambiguously as long as national laws or regulations have no contradictory requirements; an unexpired date should be shown on specialities with very short stable life or when such products have an established shelf life; if a speciality must be reconstituted by the pharmacist before supply, this should be stated explicitly, and the mode of preparation, indications for the storage and the stable life should also be stated.

New translation service for industry

A specialised translation service has been set up by South Western Industrial Research Ltd, the company organised by the University of Bath to carry out research and development work for industry.

The service is to specialise in the accurate translation of scientific, technical and commercial French and German into English. SWIRL claims that it can call upon the services of up to 250 scientists, including pharmacists, who can act as technical editors. The back-up facilities of a predominantly scientific and technological university will ensure "that the work is accurate, quick and geared to the needs of industry", SWIRL claims.

US consumers check safety containers in pharmacies

Consumer volunteers in the USA have been checking pharmacies and other retail outlets for compliance with mandatory poison prevention packaging regulations for aspirin and certain other products. The Consumer Product Safety Commission volunteer Consumer Deputy Program began during National Poison Prevention Week in March and ran for six weeks. Since April 14, 1972, products containing aspirin—with the exceptions of effervescent tablets containing less than 10 per cent aspirin and unflavoured powdered aspirin in unit doses—are required by US law to be packaged with child-resistant closures. Non-complying products packaged prior to the effective date may still be sold.

The Poison Prevention Packaging Act of 1970 also requires child-resistant packaging for numerous products including sedatives, barbiturates and amphetamines, and certain kinds of windscreen wipers antifreeze, liniments, paste and aerosol oven cleaners, caustic drain openers and liquid kindling and lighting fluids.

The Act however permits manufacturers to produce one size of container with con-

ventional packaging for the convenience of the elderly and the handicapped, but it must be labelled "This package for households without young children."

The consumer deputies were volunteers and not official employees of the Commission. They attended a training session given by the Commission to familiarise them with the regulations and received a special letter of introduction. Visiting a store, they were to request permission to survey the stock and if they found a non-complying product, they would suggest that the store manager check his supplier to find out whether the product should have child-resistant closures. In a previous similar study less than one per cent of the retailers visited refused to cooperate with the deputies. In these cases, a follow-up inspection by an official Commission employee usually took place within a few days.

Australian crisis 'will change pharmacy'

Australian pharmaceutical manufacturers are approaching a crisis "that will change the whole pattern of pharmacy within a year", according to a report in a recent *Australian Journal of Pharmacy*.

The reasons for the "crisis" are listed as rising costs, lack of labour, shortages of raw materials and packaging, and "continual demands by the Australian Government for lower NHS prices". The chief executive of an unnamed company said to be in the "top five" of companies is quoted as saying: "If costs continue at this rate without relief, some manufacturers could go broke".

The *Journal* concludes that wholesale and retail prices of proprietary products would be 20-25 per cent higher within the year, and warns pharmacists to prepare for an "avalanche" of troubles: wholesaler deliveries reduced drastically, and the introduction of delivery charges; many traditional pharmacy products would disappear as raw material and packaging shortages intensified; established products would disappear which for years were on a fixed price and were not viable at a higher price.

Manufacturers saw no likelihood of their ethical operations "carrying the proprietary business." One industry executive warned: "whatever we do, prices will have to rise sharply over the next year. And that includes NHS, which the Government is determined to lower. "Manufacturers would have to prepare a separate case for each item, and it would be difficult, "but we are in a survival situation".

EEC consumer protection

The European Commission has put a revised Community programme for greater consumer protection before the Council of Ministers. The "Preliminary community programme for consumer information and protection" proposes three specific areas for Community action: protection against the risks to health and safety from goods and services and against defective goods and unfair trading practices; redress for the consumer and help in asserting his rights; value for money through better labelling, comparative testing and more consumer education.

Professional News

Pharmaceutical Society of Northern Ireland

NI Council defers 'Care Chemist' discussion through lack of time

The Council of the Pharmaceutical Society of Northern Ireland has deferred discussion on the question of "Care Chemist". At the end of the June meeting of the Council, the president, Mr T. A. Gray, said he had instructed the secretary to include in the agenda the use of restricted titles. However, the Council had had a long meeting and he did not think sufficient time remained to deal adequately with the matter. It was agreed to refer the question of "Care Chemist" to the Ethical Committee whose report would be considered by the Council's September meeting.

A letter from the Department of Health was read stating that the Department had fully considered the points made in the Council's letter about a planned pharmaceutical service in Northern Ireland. However, in view of the decision made in Great Britain no useful purpose would be served by meeting representatives of the Council to discuss the matter further. The president said there was nothing more the Council could do. It was agreed that the Society's case for a planned service should be prepared and filed for future reference.

The secretary reported on the action he had taken regarding wholesale deliveries to pharmacies. Mr J. D. Pollock said the service was now back to normal but during the strike the van drivers had refused to take other than urgent medical supplies into certain areas. What he had objected to most was that the vans of certain companies seemed to have been given access to the areas concerned while those of other companies were refused admission.

Society representation

A letter from the Department of Health was read asking for nominations to fill the vacancy on the Central Services Agency caused by the resignation of Mr W. S. Hall. It was agreed to submit the names of Messrs J. A. Boyle, J. Kerr and B. Flatley to the Department. Another letter from the Department pointed out that the term of office of the members of the Northern Ireland Poisons Board had recently expired and the names of the Society's representatives on the Board for the next three year term were requested. It was agreed that Messrs W. H. Boyd, G. E. McIlhagger and J. C. Wellwood be re-appointed as the Society's representatives.

The president said that printed copies of the Society's (General) (Amendment) Regulations 1974 (SR & O NI 1974 No. 69) were now available. These regulations recognised as practical training, service by a full-time member of the academic staff of the Department of Pharmacy of the

Queen's University of Belfast under the supervision of the Professor of Pharmacy provided that at least six months of the total period was undergone in a general practice pharmacy. The fee for registration as a Student was now £0.50 and for registration as a Pharmaceutical Chemist £5.

Reports from the Finance and Law Committees were adopted. It was agreed that the Society's solicitor be asked to prepare a draft of Articles of Association, suitable for a body corporate formed by a consortium of pharmacists wishing to conduct a pharmacy in a health centre, and incorporating the Council's recommendations. Mr T. G. Eakin said he would like the Council to adopt a policy on the matter of health centre pharmacies. He suggested the policy should be that no one should suffer as a result of a health centre consortium being set up and it should be

pointed out to pharmacists in the area not joining the consortium that they could lose a substantial part of their business. The suggestion was adopted.

Reports on the United Kingdom EEC Group meeting in London on June 12 and on the meeting of the executive Committee of the European *Groupment* held in Brussels on June 24 were given by Mr J. Kerr. He also submitted a report on the Commonwealth Pharmaceutical Association Council meeting held in London June 18-19 — much of the initial work was now nearing completion and the Association was filling a vital role in the bringing together of representatives from so many countries in which pharmaceutical education and practice were at varying degrees of development. It gave Mr Kerr considerable satisfaction that a relatively large number of pharmacists in Northern Ireland had become personal members of the Association. The Association had greatly suffered by the death of Mr B. V. Patel who was a founder member and chief organiser of the Association's Conference to be held in India in 1977.

Arising out of a written report from Dr R. G. R. Bacon on a meeting he had attended, it was agreed to refer to the Education Committee the question of the student entry to the Department of Pharmacy at the Queen's University of Belfast necessary to maintain the Register.

Irish pharmacists' experience of multiple-rate VAT

by M. F. Walsh, member of Council, Pharmaceutical Society of Ireland

There is now a gathering consensus of opinion in the Republic of Ireland amongst all community (general practice) pharmacists that VAT, and in particular the "three-tier" variety — which now obtains — is just a "nightmare".

If experience to date is any criterion at all our colleagues in the UK must be warned in time to *oppose it* by every legitimate means in their power — even to the extent of refusing point-blank to work it. It is generally agreed that nothing in the long history of the Pharmaceutical Society of Ireland has caused such frustration in the profession as the introduction first, and then the implementation of, this tax. (Furthermore, there is no agreed classification, and any standard computation of "returns" has defied the accountants.)

There are now three rates of tax: Zero rate which applies to oral medicines generally, for example: tablets, etc; lower rate (6.75 per cent) which applies to ointments, suppositories, injections, etc; and the high rate (19.50 per cent) which includes not only cosmetics and other "luxury" items but antiseptics as well, for example: a bottle of hydrogen peroxide is subject to this high rate of tax!

Needless to mention the above rates lead to all kinds of other anomalies. Pethidine tablets are subject to the zero rate of tax but on the other hand pethidine ampoules are subject to 6.75 per cent tax.

Worst of all are the implications of the

tax for the practising pharmacist; it means that much of his time is given over to administration and unproductive form-filling, time which should be used, in the Society's view, to giving the necessary time and advice to the patient. The Society and the Irish Pharmaceutical Union have protested to the government in a most determined fashion about this, and the public supports those protests.

Relief could be given by collecting the tax at the wholesaler level. A profession should not be expected to collect the tax.

More MDA handwriting exemption renewals

More names have been added to the list of doctors who, on July 1, had their exemption from the handwriting requirements of the Misuse of Drugs Regulations 1973, Regulation 15(1)(6) renewed (C&D, July 6, p 35). They are:

H. Dale Beckett, Cane Hill Hospital, Coulsdon, Surrey CR3 3YL; M. K. Fee-ney, All Saints Drug Addiction Unit, All Saints Hospital, Lodge Road, Birmingham B18 5SD; D. C. B. Jones, Department of Psychological Medicine, Guy's Hospital, London SE1; G. Levi, Drug Dependency Clinic, St Clement's Hospital, 2A Bow Road, London E3 4LL; J. Owens and E. Parsons, All Saints Drug Addiction Unit, All Saints Hospital, Lodge Road, Birmingham B18 5SD.

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- effective in 79% of migraine attacks—and preferred by 65% of ergotamine users².

References

1. Practitioner (1973) 211, 357
2. Medical Digest (1972) 17, 7
3. Latest published estimates of prevalence gives an average of 17% of all men and 27% of all women

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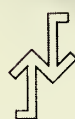
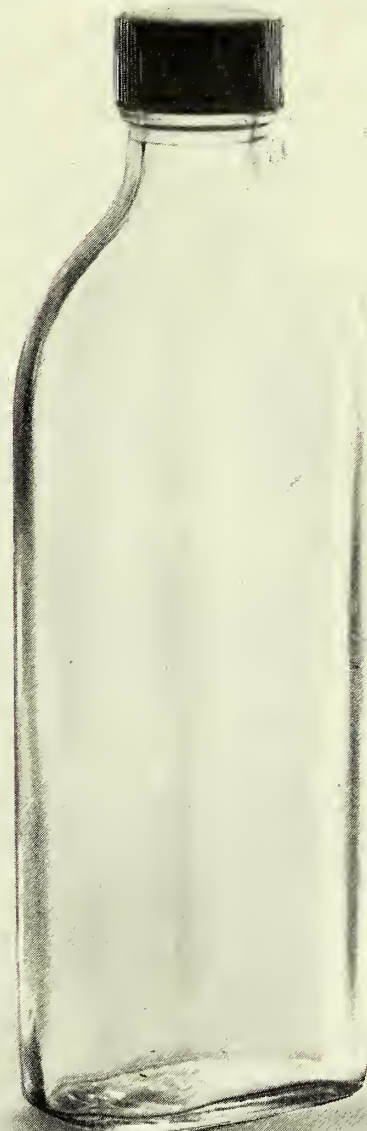


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Letters

Child-resistant closures

With reference to your "Open Shop" article (June 22), it is Mr Tenner who should "think again" and not Mrs Knight MP.

The fact is, the old argument about safety containers encouraging carelessness must now be considered suspect. How does Mr Tenner know that parents will be imbued with a false sense of security? Does he base his opinion on any scientific research?

To my knowledge, the only extensive research on the effectiveness of child-resistant containers was undertaken in Canada and the USA. "In Essex county Ontario, child-resistant containers were used for dispensing tablets and capsules in the county's 60 pharmacies from the beginning of 1967. The number of child poisonings over the next 5½ years was 90 per cent lower than was to be expected had such containers not been used." (*Canadian Pharmaceutical Journal*, February 1973).

Similarly, at Madigan General Hospital, Tacoma Washington, USA, an army hospital serving a population of 100,000 to 160,000 military families, it was reported that accidental poisonings among children dropped by nearly 90 per cent after the introduction of the child-resistant containers. Both studies commenced in 1967 and were effected over five to six year periods.

Safe keeping: little effect

It is significant that an intensive educational programme on the safe keeping of medicines had been carried out at Madigan only the year before the child-resistant container experiment began, with little or no effect on the incidence of child poisonings. It is also significant that both countries concerned in these tests have now passed child-resistant container legislation.

As over five years is far too long a period to maintain any kind of educational campaign, one must agree with the conclusion drawn by a Madigan Hospital spokesman that, far from encouraging carelessness with medicines, safety caps were a constant reminder to parents of the medicine's potency and promoted safe-housekeeping.

So far as material shortages causing an out of stock position are concerned, this could apply to anything, including the medicines themselves and is no argument against child-resistant containers. Obviously, any legislation passed would have to allow for such contingencies as packaging shortages and allow urgently-needed medicines to be prescribed in conventional containers.

My company's product, the range of Clic-Loc safety caps, will fit a wide range of standard pharmaceutical containers. The important point is that a mother at

least has the choice of a child-resistant container for her prescription.

Bubble packs are not child-resistant in the sense that re-sealable child-resistant caps are, ie will they resist opening by at least 85 per cent of a panel of 200 children? Clic-Loc resisted opening by 98.5 per cent of the children over five minutes and 97.5 per cent after demonstration, and a further five minutes' opening effort.

G. McHardy Smith
UG Closures & Plastics Ltd
Feltham, Middlesex

E. C. Tenner replies:— Mr G. McHardy Smith has missed the essential point.

I am not against the use of these closures and appreciate any attempt to eradicate the poisoning accidents to children. What I do object to is legislation and the vicious legal sanctions accompanying this Bill. The legislation is rigid and allows for no compromise. Being a general practice pharmacist with many years experience I was trying to point out the problems which my experience tells me would arise. I never intended to convey that problems, such as material shortages, were an argument against child resistant containers. Nevertheless they are some of the reasons against legislation.

Mr Smith says "shortages can apply to anything including medicines". Of course they can, but this is not relevant. If a shortage of a particular medicine occurs one can inform the prescriber and no doubt an alternative can be supplied. But not so if a shortage of closures occurs and we have legislation demanding their use. There is no authority to whom we can appeal. You cannot expect those who draft Bills to allow for all contingencies.

I am quite impressed with Clic-Loc safety caps, in fact I have some in stock. I therefore await some scheme to be worked out whereby they can be used when filling NHS prescriptions.

Are there any scientific research findings to substantiate the statement that "bubble packs" are not child resistant in the sense that re-sealable child resistant caps are?

I have confined my remarks to medicines supplied on NHS prescriptions only. There is also the problem of over the counter medicines.

A pitiful lot

It is with regret that I feel I have to return to my earlier correspondence but the series of letters over the past few months seem to show what a pitiful lot we pharmacists are! If these letters reflect what we think of ourselves then one can only conclude that we are overpaid!

They seem to fall into certain defined categories (1) Let's all have a knock at CARE, after all it is the first positive step to strengthen our retail position! Can we really be naive enough to believe that we are not going to be retailers for a long time to come. CARE needs our support whether we are members or not. (2) Let's all have a go at the Central Contractors Committee, but take care not to find out the facts, eg page 7 of the Drug Tariff explains how to get paid for broken bulk. Have we lost the power to read?

(3) Let's get hot under the collar about such minor details as the container allowance, ignoring 25-year old problems such as hours of service, Drug testing scheme, rural dispensing, etc.

Surely we employ a professional staff to deal with the minor details, any queries being passed to Mallinson House by the Area Chemist Contractors Committee.

Gentlemen, (and ladies, sorry!) can you imagine what the Department and our colleagues in the medical profession think of us when we moan and groan in public (oh yes, they too read our journals). The doctors too have their problems but seem to prefer the privacy of their own organisations to letting off steam in the *BMJ* or the *Practitioner* [Some have hit the headlines recently—Editor].

From our correspondence columns an outsider must believe that the average pharmacist sits in his single handed establishment, not talking to colleagues, not consulted by doctors, facing annihilation by the multiples, carrying a massive chip on his shoulder and making his only contribution to pharmaceutical politics in the form of a miserable, woe-ridden letter to the journals. An impression like this can only spell the end of pharmacy.

This situation cannot be allowed to carry on. Let us have some positive contributions to pharmaceutical affairs starting with each one of us looking at ourselves.

'Blockbuster' prescription

This prescription was dispensed recently by a Midlands pharmacist who wondered whether 15 items on one form was a record.

With so many items, one wonders if the patient is exempt from payment — if not 15 items at £0.20 prescription charge for each would cost £3. For £2, however, the patient could buy a six-month "season ticket", thus saving himself £1 on one prescription form!

Phys. Indol 262 (100)
T. Dimetone 1A (100) ; ps.
T. Coronal 118 (240) ii gds.
absorbent Gauze 10 x Metre
White lint 1/2 lb.
Tab Titralor (100) ii (a 3 mm
my Euron 100 g.
Viscopaste PB 7 (6)
my bidomycin 50 g.
my Betnovate 100 g.
T. Moduretic (40)
McLorin x 4 4" x 4" (30)
my ~~but~~ Neocyloman 1000' 5
Elastic non adhesive Bandage 4 (2)
Surgical spirit 300ml.

Let us all start to show some self-respect for pharmacy. Experience has shown that those who have self-respect to them shall respect be shown.

Let us start by ignoring the fact that we are in competition with each other, after all, we are pharmacists first and retailers second. Let's start talking to our local doctors about changes we can make that are to our mutual advantage. Let's have an annual contractors conference (cf B.M.A.) which will give us a chance to use the media to advantage.

The future depends upon each one of us dignifying our profession, but, please, please STOP THE MOANS AND GROANS.

Graham Walker
Spalding

The big 'push'

Re booklet "Non-foods within supermarkets". Why do the authors not recommend the supermarkets to sell Zambuk etc? Apparently supermarkets are recommended to the fast moving lines and leave slow ones to the pharmacists, together with Kwells tabs etc and the dispensing of prescriptions. How generous!

Supermarkets will not stock slow moving stock or expensive toiletries involving many sizes, shades, perfumes etc — too troublesome.

Do some of these supermarket pushers not realise that maybe some rural pharmacies will be pushed out of business, and maybe one of these pushers for the supermarkets might have to travel further for his medicines if he lives in the country?

"Anti-greed"

Last word!

The Society and the Central Committee have come up with a real winner. The card, reported on p 38, July 6, to be available to rural pharmacies to persuade patients to have medicines from pharmacies rather than dispensing doctors is too wordy for words.

Why not "Bring your prescriptions to your chemist, he deals in medicines. Your doctor writes your prescriptions but is not trained to dispense them. Your chemist is!"

George W. Newling
Romsey, Hampshire

New anti-rheumatics: risk of gastric upset

Gastric irritation or overt gastro-intestinal haemorrhage may occur with the new anti-rheumatic analgesics alclofenac, naproxen, ketoprofen and fenoprofen, although this effect has not been reported with the latter.

This warning was given by Dr F. Dudley Hart, Westminster Hospital, London, in the June *Prescribers' Journal*. When compared with placebo, and with other non-steroidal anti-inflammatory agents, all the new substances produced relief of pain and all but fenoprofen reduced swelling in joints affected by rheumatoid arthritis. The author recommends that all these substances should be used with caution until more experience has shown their relative efficacy and the extent to which they cause gastric irritation.

Two names to be removed from register

The Pharmaceutical Society's Statutory Committee on July 10 was told that Mr Stuart Ferguson Lane, aged 26, Farnsworth Road, Mickleover, Derbys, had shot a youth with an air rifle and caused the death of another motorist by driving dangerously on successive days.

Mr Josselyn Hill, for the Society, said Lane was urged to appear before the committee but indicated he was unable to do so as he would be on holiday. His name was ordered to be struck off the register.

A Derby policeman said Lane admitted shooting a youth from the upstairs window of the pharmacy in Pear Tree Walk, Derby. After claiming he was aiming for a "no waiting sign" he was fined £20 with £10 advocate's fee.

Another policeman said the following night Lane was driving a hired car when his vehicle hit another car. The other driver was killed. Lane was fined £150 and banned from driving for seven years. He made a statement in which he said he had taken some Sodium Amytal tablets shortly before the accident.

Mr R. B. Chatterton, an inspector of the Society, said he recently saw Lane at a local iron foundry where he appeared to be working as a metallurgist. The chairman, Sir Gordon Willmer, said that three years ago Lane was cautioned by the Committee following a conviction for being drunk and disorderly.

Passed drugs to 'prostitute'

A former chief pharmacist of Severalls Hospital, Colchester, passed drugs he had stolen to a prostitute because he was afraid she would leave him, the Committee was told. "I find it difficult to describe in words this compulsion," Mr Herman Alan Robinson, Welshwood Park Road, Colchester, told the Committee. "I was very much afraid she would break off our relationship."

Mr Robinson admitted that he stole drugs from the hospital for her personal use and for use in her practice. "I think most people would describe her as a prostitute-flagellist, but she would not use the word prostitute."

Mr Robinson had been convicted at Chelmsford Crown Court in March this year when he received an 18-month prison sentence suspended for two years and fined £1,300 on nine charges of theft, three charges of possessing a controlled drug and another of possessing a controlled drug with intent to supply. He had asked for 17 further offences to be taken into consideration.

Detective Constable Thomas Dickinson, Essex Police Drugs Squad, told the Committee that drugs were found in Mr

Robinson's pockets when arrested, at his home and at the London home of the woman with whom he was associating. Among those at Mr Robinson's home was a large box of amphetamines. Mr Robinson said they were redundant drugs at the hospital which he had intended to destroy.

Mr Robinson told the Committee he stole the drugs and equipment from the hospital for various reasons. "I was trying to build up what I called a dishonest fund by selling expensive drugs to doctors within the hospital and passing invoices to the hospital accounts."

For himself he stole barbiturates and amphetamine tablets. He had been taking these drugs for approximately 20 years.

Mr Robinson said he had repaid the value of all the property he had stolen from the hospital. Since his conviction he had been receiving psycho-therapeutic treatment.

Mr K. Free, area pharmaceutical officer, said Mr Robinson retired on grounds of ill health in March. Mr B. Brown, for Mr Robinson, said a psychiatrist had described him as suffering from the well-established syndrome of sex perversion. Another psychiatrist had described the relationship between Mr Robinson and the woman as "a text book slave-mistress relationship."

Sir Gordon Willmer said Mr Robinson was a pharmacist of long experience who had grossly abused his high position. His relationship with the woman was obviously not desirable for one in his position. The Committee doubted that he intended to destroy the drugs found in his home. It ordered that Mr Robinson's name should be removed from the register.

Controlled drugs 'failures'

A Sedgely, Staffs, pharmacist who breached the Misuse of Drugs Act, 1971 while under pressure of work was reprimanded by the Committee.

Mr Edward Basil Doyle, owner of E. B. Doyle (Chemist) admitted being fined £160 at Dudley for failing to keep controlled drugs locked away; failing to mark the date of dispensing on a prescription for Durophet capsules and failing to make two entries in a register in respect of the supply of methaqualone. He said he now operated a system which would ensure that there were no further omissions.

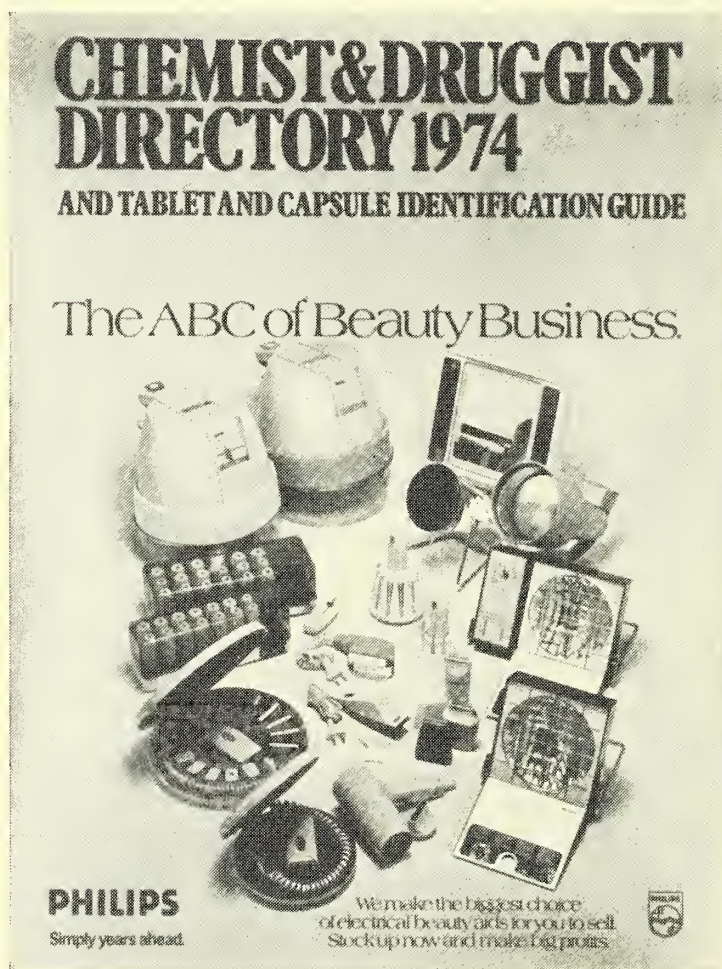
Greater Nottingham Cooperative Chemists Ltd and two of its pharmacists were reprimanded in connection with the unlawful supply of oral contraceptives and therapeutic substances in the absence of a pharmacist.

The chairman said there "had been a breakdown in communications" between headquarters and the pharmacy. The Society's superintendent pharmacist, Mr Thomas Castledine and Mr Walter Gale, a pharmacist formerly in charge at the branch, were before the Committee following the Co-operative Society's conviction in February when a fine totalling £490 was imposed with £40 costs.

It was alleged by the Pharmaceutical Society that the branch manager had frequently arrived late leaving the pharmacy without personal control. An unqualified dispenser dispensed prescriptions relating to the offences. The superintendent pharmacist said the manager was a sick man and had not worked for the society since a week after the offences.

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Company News

'Pure speculation' say Guinness and Weston

Articles in a London evening newspaper and elsewhere last week appeared to give some credence to a rumour in stock-exchange circles that the Guinness group were about to bid for Weston Pharmaceuticals.

Such articles were described by the top executives of the two companies concerned, Mr Ralph Weston and Mr W. J. Hughes as "pure speculation".

Mr Hughes said there was "definitely nothing" in the rumours and that they had not been approached by any other paper to substantiate or deny the rumours.

As *C&D* exclusively revealed on June 15, p 750, Guinness have expanded quietly but quickly to control over 100 pharmacies in Great Britain. There is a sizeable stake of Weston's ordinary capital — 27 per cent — owned by London & County Securities Ltd who are now in the hands of the liquidator. What is to happen to these shares is not known but it is understood that their disposal will not be straightforward because of technicalities.

Those two points, taken together, may explain the foundation of the rumours.

New finance company with support for small firms

In the first annual report of Finance for Industry (FFI), the new holding company for Industrial and Commercial Finance Corporation (ICFC) and Finance Corporation for Industry (FCI), the chairman, Lord Sherfield states: "It will remain the new group's chief aim to ensure that the small business sector continues to have access to funds. At the same time the outlook has broadened: FCI will develop its operations on a wider front than hitherto in the United Kingdom and is now equipped to undertake investment in Europe and elsewhere."

During the year, Lord Sherfield says, the small firms once more showed their resilience and ability to adapt to changing conditions especially during the three-day working week period.

Indian state-owned firm told improve profitability

The state-owned Indian Drugs and Pharmaceutical Ltd (IDPL) has "eaten up" more than its entire paid up capital since its inception. Revealing this in its 56th report, the parliamentary committee on public undertakings has expressed its "deep concern" over the heavy loss of Rs382.5m incurred by IDPL.

The committee has recommended that IDPL should try to improve its profitability rather than depend on financial relief granted by the government from

time to time. The government granted a four-year moratorium in April 1972 to IDPL on the repayment of loans and loan instalments amounting to Rs248.5m and agreed to treat the loans as interest-free for five years beginning from that date.

The committee has recommended a "thorough probe" into the economics of IDPL's surgical instruments plants at Madras and a fresh scrutiny into its product-mix for increasing the sales of its products in the domestic market. The Madras unit's exports have suffered a loss of Rs18.7m from 1968-69 to 1972-73.

The committee has discovered that the design capacity of the antibiotic plant, set up with Soviet collaboration, is 19 per cent less than it was assessed by a Soviet team in 1969. Expressing its "unhappiness" over the "derating" of the plant capacity, the committee has suggested "a close watch" over the plant for ensuring that the proposed expenditure of Rs10.8m on additional facilities resulted in higher utilisation of capacity and stabilisation of production.

Yugoslav plant for Kenya

An agreement has been signed in Nairobi, Kenya, between a group of local investors, the ICDC and a Yugoslav company, Krka Pharmaceutical & Chemical Works, for the construction of a pharmaceutical plant in Kenya. The total cost will be about K£800,000 and construction work is to commence in September. The plant is expected to start production by the end of 1975 and the forecast for the initial turnover is K£900,000 a year to increase to K£1.75m after five years. The plant will manufacture a wide range of medical and veterinary products.

At-home during Conference

I. Holland Ltd are to open their factory to delegates attending the British Pharmaceutical Conference at Nottingham in September. The factory is about four miles from the Conference centre. Holland claim to be the largest company in the UK to specialise entirely in the manufacture of tablet punches and dies. Visitors will be given an opportunity to see the tool production process from beginning to end.

Warner-Lambert diversifies

Warner-Lambert Co, of New Jersey, USA, have entered the pet-care market by the acquisition of Tetra Werke of Hanover, Germany. Tetra, with worldwide sales of \$15m in 1974, is claimed to be the world's leading producer of tropical fish food and also markets related aquarium products.

Appointments

Dendron Ltd, have appointed Mrs E. Bolam their sales administrator.

Rapidol Ltd have appointed Mr F. Tomms their Midlands and South Wales representative.

Weston Pharmaceuticals Ltd, Mr J. Canning, joint managing director of the wholesale division, has been appointed a director of the parent company.

Smith Kline & French Laboratories Ltd: Mr W. F. Hodson, in addition to his responsibilities as assistant managing director has been named director of industry and public affairs — Europe and will continue to be based at Welwyn Garden City. Mr L. N. A. Flockhart, BSc, FPS, is appointed marketing director, UK-Eire pharmaceutical operations. Mr Flockhart has been with SK&F for over 15 years and until this appointment was director of plant operations. Succeeding him as head of production division is Dr R. F. White, BPharm, PhD, MPS, who until this appointment was production manager.

Jackel Group have made the following appointments and promotions: Brian Linfoot appointed national sales manager (from September 1); Ian Duncan promoted northern area sales manager; Mike Russell and Ian McPherson, promoted to field assistants; and to the Jacqueline sales division Mrs M. Brydon (Newcastle area) and Mr A. Cook (Hertfordshire and London). In the J.N. toiletries division recent appointments include Bob Moores, Irene McDonald and Bob Nicholson.

Increasing importance for recycling containers

The twin needs for conservation of reusable materials and improvement of the environment may lead to manufacturers' marketing plans including the eventual recycling or disposal of a product's container, according to Robert C. Weir, senior associate director of A. C. Nielsen Co Ltd, and chairman of Oxfordshire County Council.

Mr Weir was speaking at the "Future of Packaging" conference, which was held recently. He expressed the hope that an experiment being carried out in York on reclaiming and recycling glass containers would lead to increasing co-operation between container manufacturers and local authorities.

Earlier, Mr Weir had referred to a survey undertaken by Nielsen in the USA to study consumer attitudes towards the quality of products and their packaging. The greatest number of consumer packaging complaints were related to aerosol containers, but paper containers were also high on the list of problem areas. Only two per cent of consumers with a packaging complaint took the trouble to write direct to the manufacturer. Instead, "34 per cent of the consumers imposed a penalty far more severe by refusing to buy that brand again".

Market News

QUIET TRADING

London, July 17: The markets were inactive during the week mainly because new crop offers were still not coming through. An additional factor was the publicity given recently to the general commodity market prices showing a decline.

In essential oils, a number which had shown big gains were easier. They included peppermint, citronella lemon-grass and petitgrain.

The scarcity of supplies kept most crude drugs firm. Benzoin was dearer. Slightly easier were lycopodium, styrax, pepper and Chinese menthol.

Prices of pharmaceutical chemicals were unchanged on the week. Quinine continues extremely scarce with prices nominal. No hope of an improvement in the cinchona bark stocks is expected before the end of the year.

Pharmaceutical chemicals

Aluminium chloride: Pure, 50-kg lots, £0-6151 kg.
Ammonium chloride: Pure in 50-kg lots £0-1872 kg for powder.

Ammonium acetate: BPC 15949 crystals £0-3985 kg in 50-kg lots; strong solution BP 1953 £0-131 kg in 200-kg lots.

Aspirin: 10-metric ton lots £750 ton; 5-ton £780; 1-ton £800.

Benzocaine: 50-kg lots of BP, £3-03 kg.

Benzoic acid: BP in 500-kg lots £0-4852 kg (50 kg kegs).

Bromides: Crystals (£ per metric ton).

	under 50-kg	50-kg	250-kg
Ammonium	680-00	560-00	535-00
Potassium*	600-00	505-00	480-00
Sodium	600-00	498-00	473-00

*Powder plus £25-£30 as to quantity.

Carbon tetrachloride: Technical in 4-ton lots £113-20 metric ton.

Hypophosphites: £ per kg.

	12½-kg	50-kg
Calcium	1-4	1-06
Iron	2-35	2-27
Magnesium	1-98	1-87
Potassium	1-57	1-45
Sodium	1-27	1-17

Hypophosphorous acid: Pure, 50% £1-6445 kg for 50-kg lots. BPC 1959, 30%, £1-2922 kg.

Quinine: Very short. Minimum prices per kg, alkaloid £80-00; bisulphate £65-00; dihydrochloride £79-00; hydrochloride £76-00; sulphate £75-00, all nominal.

Sodium acid phosphate: BP crystals £0-5505 kg for 50-kg.

Sodium benzoate: BP in 500 kg lots £0-3969 kg.

Sodium fluoride: BP £0-9284 kg in 50-kg lots.

Sodium hydroxide: Pellets BP 1958 in 50-kg lots, £0-58 kg; sticks (BP 1958) £1-35 kg for 50 kg.

Sodium nitrite: BPC 1963 in 50-kg lots £0-5976 kg.

Sodium sulphite: Crystals (50-kg) £0-121 kg.

Crude drugs

Aconite: Spot nominal £1,300 metric ton, cif.

Agar: Spanish nominally £6-15 kg.

Aloes: Cape £1,300 metric ton, spot. Curacao £1,450 spot.

Balsams: (kg) **Canada:** Unobtainable. **Copaiba:** BPC £2-90 spot; £2-85, cif. **Peru:** £8-60 spot and cif. **Tolu:** £3-60 spot; £3-70, cif.

Belladonna: (metric ton) Herb £400 spot; no cif. Root, £490 spot; £480, cif. Leaves £800, cif.

Benzoin: BPC £65-00 cwt spot; £63-£64-00, cif.

Buchu: Rounds £3-10 kg afloat, £3-00, cif.

Camphor: Powder £5-80 kg, cif.

Cardamoms: (per lb cif) Alleppy greens No. 1 £2-00; prime seeds £1-90.

Cascara: Shipment £610 metric ton, cif.

Cassia: lignea, broken £1,280 metric ton, cif.

Cherry bark: Spot £550 metric ton afloat; £535 cif.

Chillies: Nigerian funtua £375 ton spot.

Cinnamon: (cif) Bark £530 ton, quills, four O's £0-42 lb; chips £0-08½.

Cloves: (Per ton, cif)—Ceylon £2,700; Madagascar £2,450, Zanzibar £2,450.

Cochineal: Spot. Peruvian silver-grey £15-00 kg; Tenerife black £18-00 both nominal.

Colocynth pulp: Spot £720 metric ton.

Dandelion: Forward £780 metric ton, cif, Oct-Dec.

Gentian: Root £1-80 kg; £1-75, cif.

Ginger: (ton cif) Cochín £510; Sierra Leone £675; Jamaican No. 3 £895.

Gums: Acacia and tragacanth nominal. Karaya faq £25-50 cwt, cif.

Henbane: Niger £1,350 metric ton; £1,200, cif.

Honey: (per ton in 6-cwt drums ex-warehouse) Australian light amber £560, medium £554, Canadian £625, Mexican £525 (all approximate).

Hydrastis: £9-50 kg spot; £9-35, cif.

Ipecacuanha: (kg) Costa Rica £3-55 spot; £3-25, cif. Matto Grosso nominal, Colombian £5-30; £5-15, cif.

Jalap: Mexican whole tubers £1,950 metric ton spot; £1,750, cif. Brazilian £430 spot.

Kola nuts: W. African £140 metric ton, £120, cif.

Linolin: Anhydrous BP minimum 1,000 kg from £474 as to grade; cosmetic £543; technical £437.

Lemon peel: £800 metric ton spot; £780, cif.

Liquorice root: (metric ton) Chinese and Russian unobtainable. Persian £1-75 kg.

Lobelia: European £1-10 kg, cif; American, coarse powder, £470 metric ton.

Lycopodium: Indian £4-70 kg. Canadian £4-90.

Mace: Grenada No. 1 £3,024 long ton fob.

Menthol: Brazilian £20-00 kg spot and cif. Chinese £29-00 spot; £29-00, cif.

Nutmeg: (ton, cif) East India 80s £1,750; 110's £1,650; bwp £1,320, Grenada unsorted £1,512.

Nux vomica: £140 metric ton spot; £130, cif.

Pepper: (ton) Sarawak black £630 spot; £625, cif; white £900; £865, cif.

Pimento: Shipment Jamaican \$2,200, cif.

Podophyllum: Emodi (metric ton) £470, spot.

Quillaia: £1,300 metric ton spot; £1,250, cif.

Rhubarb: Chinese rounds 60% pinky £1-45 kg.

Saffron: Mancha superior £88 lb.

Sarsaparilla: £1-25 kg spot.

Seeds: (ton) Anise: China star unselected £955, cif. Caraway: Dutch forward £365, cif. Celery: Indian £430, cif. Coriander: Moroccan £105, cif; (June-July) cif. Cumín: £615, cif. Dill: Indian £210-£220, cif. Fennel: £335-£400, cif. Fenugreek: £160, cif. Mustard: £320-£340 spot.

Senega: Nominal.

Senna: Alexandrian and Tinnevely pods and leaves nominal.

Styrax: Spot £2-60 kg afloat; shipment £2-60, cif.

Squill: White unobtainable.

Tonquin beans: £1-40 spot; no cif.

Turmeric: Madras finger £300 ton, cif.

Valerian: Indian rootlets £200 metric ton, spot.

Waxes: Bees' nominal. **Candelilla** £630 metric ton, cif. **Caranzuba** fatty grey £1,975 spot; £1,875, cif, prime yellow £2,100; £2,000, cif.

Witchhazel leaves: Spot £1-85 kg; £1-80, cif.

Essential and expressed oils

Almond: Drum lots £1-45 kg.

Amber: Rectified £0-45 kg spot.

Anise: £24-60 to £28-00 kg spot.

Bay: West Indian about £16-00 kg.

Bergamot: From £14-00 kg as to grade.

Bois de rose: Shipment £9-00 kg, cif.

Buchu: English distilled £270 kg.

Cade: Spanish £1-20 kg spot.

Cajuput: £4-00 kg on spot.

Camphor white: £3-20 afloat; £3-35, cif.

Cananga: Java £14-00 kg spot.

Caraway: Imported £18-00 kg. English £45-00.

Cardamom: English distilled £96-00 kg.

Cassia: Chinese £21-00 kg spot, cif.

Cedarwood: £1-95 kg spot and cif.

Celery: English £35-00 kg.

Cinnamon: Ceylon leaf £4-20 kg spot; £4-25, cif. English distilled bark £130 kg.

Citronella: Ceylon £3-60 kg spot and cif.

Clove: Madagascar leaf about £4-15 kg, cif.

Cod-liver: BP in 45-gal lots £1-48 gal; veterinary £0-80-£0-85.

Coriander: £14-00 kg spot.

Cubeb: English distilled £20-00 kg.

Dill: From £20-00 kg spot.

Eucalyptus: Chinese £8-60 kg, 80-85 per cent.

Fennel: Spanish £10-00 kg nominal.

Geranium: (kg) Bourbon unobtainable.

Ginger: English distilled £58-00 kg.

Juniper: English distilled £64-00 kg; imported unobtainable.

Lavender spike: £13-00 kg spot.

Lemon: Sicilian best grades from £11-00 kg spot.

Lemongrass: Forward £4-30 kg, cif.

Lime: West Indian £9-50 kg spot.

Mandarin: £8-00 kg.

Nutmeg: (per kg) English distilled from West Indian £24-50; from E. Indian £28-00.

Olive: Shipment from Spain and Tunisia unobtainable. Spot £1,040-£1,050 metric ton duty paid.

Palmarosa: £11-00 kg spot and cif.

Patchouli: £8-50 spot and cif.

Pennyroyal: To arrive £5-50 kg.

Pepper: English distilled ex black £55-00 kg.

Peppermint: (kg) Arvensis, Brazilian £8-25 spot and £8-00, cif. Chinese no spot, shipment £15-00, cif.

Petitgrain: £10-30 kg, cif.

Pine: (kg) Pumlionis £1-75; sylvestris £0-51.

Rosemary: Firm at £6-50 kg spot.

Sage: Spanish £8-80 kg spot.

Sandalwood: Mysore unobtainable.

Sassafras: Chinese £4-00 kg; Brazilian £3-00 spot.

Spearmint: Chinese £7-50 kg, cif; American £11-00 spot.

Thyme: Hed 65/70% £9-00 kg.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press but it should be noted that in the present state of the markets quotations change frequently.

Poisons change correction

The Poisons Board proposed changes to the Poisons Rules and Poisons list (*C&D*, June 29, p 832) should be amended as follows:—"Controlled Drugs" paragraph; last line should read "Misuse of Drugs Regulations 1973". "Cycloheximide" paragraph; sales restricted to "persons engaged in the trade or business of forestry who require the poison for the purpose of that trade or business". We regret the printer's errors in the original report.

Westminster report

Medicines and child safety

Replying to a question on the report being prepared on the presentation of medicines in relation to child safety, Dr David Owen, Under Secretary replied, "I have now received the report of the Medicines Commission working group on the presentation of medicines in relation to child safety. I am arranging for it to be published as soon as possible and will then consult widely about its recommendations."

Widow's prescription charges

Mr Ted Fletcher asked the Secretary for Social Services whether she was considering any proposals to exempt widows not gainfully employed, from the payment of prescription charges. Dr David Owen, Under Secretary, replied, "Not specifically. Our intention is to phase out all prescription charges when resources permit."

Coming events

Wednesday, July 24

Rhyl, Denbighshire & Flintshire Branches. Pharmaceutical Society. Postgraduate medical centre, Alexandra Hospital, Rhyl, at 8 pm. Joint meeting on "NHS remuneration, advanced payment and general NPU matters".

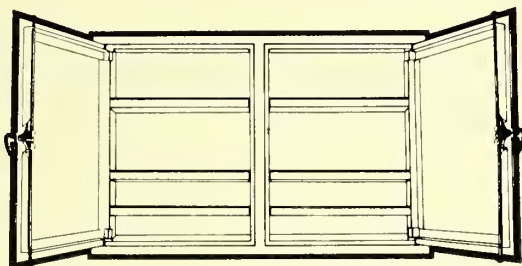
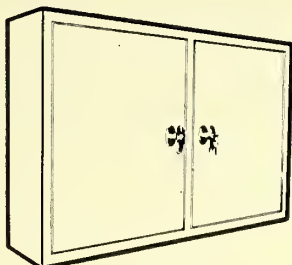
Advance information

Hellex 75, the 2nd International Health Food Fair will take place from Sunday, April 13, until Wednesday, April 16, 1974, at the Bloomsbury Centre Hotel, Coram Street, London WC1.

Elga Group. Two-day course on reverse osmosis, Lorch Foundation Centre, Lane End, Bucks, September 4-5. Details from Claire Brown, Elga Group.

British Society for Cell Biology. University of Strathclyde, Glasgow, September 19-20: The effects of drugs on cultured vertebrate cells. Further details from Dr Mary Dawson, senior lecturer, Department of Pharmaceutical Technology, University of Strathclyde, Glasgow G1 1XW.

University of London, Kings College: One year postgraduate course in powder technology, leading to MSc degree, commencing October. Details from Mr J. D. McCormack, Registrar, Kings College, Strand, London WC2R 2LS.



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INFORMATION

Tablet & Capsule Identification Guide.

Buyers Guide.

Multiple Retail Outlets and Wholesalers.

Hospital Pharmacists.

Pharmaceutical Organisations.

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Holloway	Newport
London, N7	Isle of Wight

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HM Prison	HM Prison
Parkhurst Road	Wormwood Scrubs
Holloway	Du Cane Road
London, N7	London, W12

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Intending applicants may obtain further information from the Head Pharmacist: HM Prison, Parkhurst, Isle of Wight (Telephone: 098-381 3855).

Application forms obtainable from the Establishment Officer, Home Office, Prison Department (R 10/10 VDC), Portland House, Stag Place, London, SW1. Please state which post you are interested in.

CLOSING DATE: 12 August 1974.

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HM PRISON, HOLLOWAY PHARMACIST

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Applicants are invited from Pharmacists or pre-registration graduates about to register, for the post of

PHARMACIST

at this world famous teaching hospital which is the centre of the Noel Hall Area No. 7 Pharmaceutical Service.

Further information available from Personnel Office, St. Bartholomew's Hospital, London E.C.1, to which written applications should also be submitted quoting ref. PH 4602.



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Applicants are invited for the post of

SENIOR PHARMACY TECHNICIAN

(Salary scale £1,458-£1,815)

to assist in the supervision and training of a team of junior technicians and student technicians.

Minimum Qualifications: Apothecary Hall or City & Guilds Certificate plus three year's hospital experience or six years retail experience.

Further information available from the Principal Pharmacist Tel. 985-5555, Ext. 135.

Application in writing to Personnel Department, St Bartholomew's Hospital, London EC1, quoting ref. 4600/CD.

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(Non-Sterile Production, Drug Distribution and Information)

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